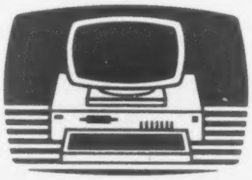
SALES & MARKETING MANAGEMENT

FEBRUARY 26, 1990 A BILL PUBLICATION THIRTY-FIVE DOLLARS

1990 SURVEY OF SELLING COSTS

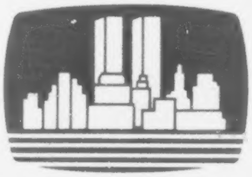
SECTION I

USER'S GUIDE



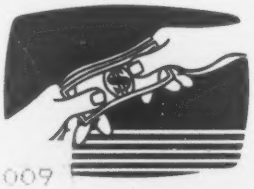
SECTION II

METRO MARKET PROFILES



SECTION III

COMPENSATION & EXPENSES



Jeanne Lono 009
S R I Acquisitions Editor
Congressional Information Sys
4520 East-West Highway
Bethesda MD 20814 3389

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SALES & MARKETING MANAGEMENT

1990 SURVEY OF SELLING COSTS
FEBRUARY 26, 1990

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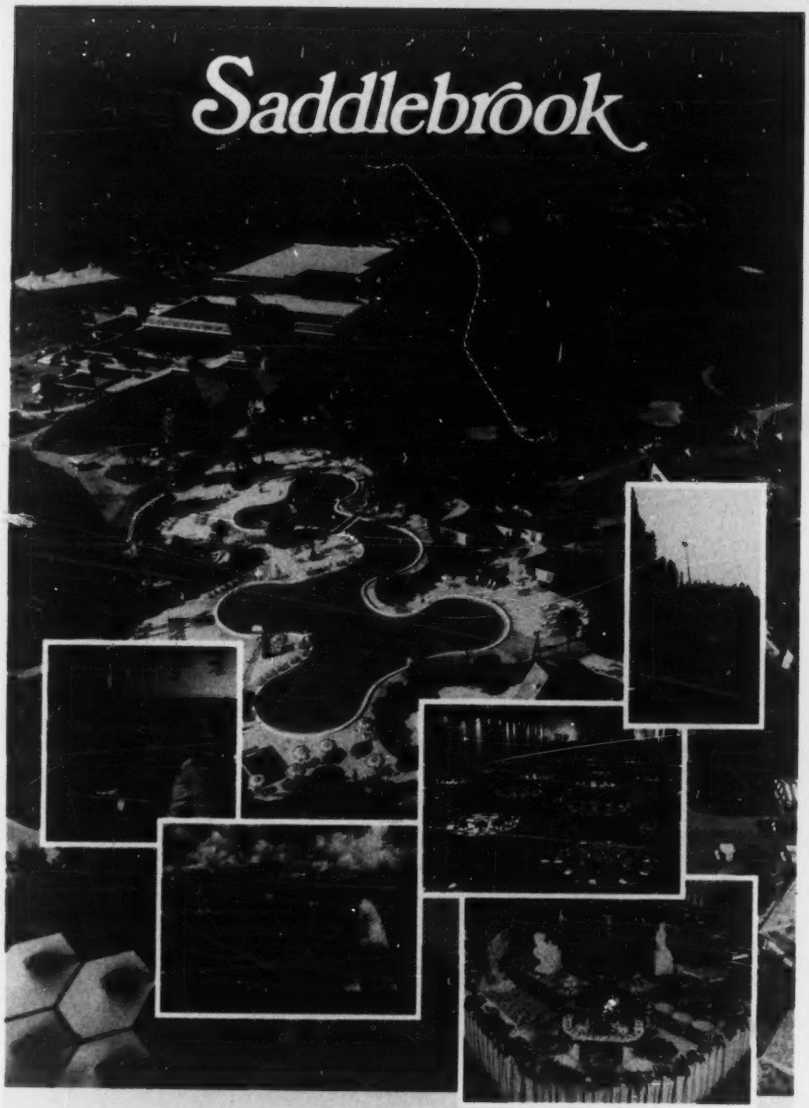

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MANAGEMENT

EDITOR: Richard P. Kern

ASSOCIATE EDITOR: Melissa Campanelli
COPY EDITOR: Wendy Svanoe

ART DIRECTOR: Charles P. Doherty
ASSISTANT ART DIRECTORS:
Cynthia Stoddard, Michael Dumycz
PRODUCTION EDITOR: Dorothy McFeely

PERMISSIONS; READER INQUIRY: Melissa Campanelli, 212-984-2434

PRODUCTION MANAGER: Joann DePalma
ADVERTISING PRODUCTION MANAGER:
Judy Brown
MARKETING/SALES DEVELOPMENT MANAGER: Marilyn Rosen
BUSINESS MANAGER: Joseph J. Furey

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ABP

SECTION I

USER'S GUIDE

A USER'S GUIDE TO THE SURVEY OF SELLING COSTS

A sampling of some of the many ways Survey data can be used to calculate cost per call, increase sales call efficiency, and prepare a sales budget.

HOW THE GUIDE IS ORGANIZED

The User's Guide has been divided into three sections: Cost Per Call, Sales Call Efficiency, and Budgeting, with each section offering a sample of applications that can be expanded or altered according to your specific needs. To acquaint yourself with the *Survey*'s data, locate the appropriate section and take a few minutes to read through the outlined procedures. The examples provided will help get you started toward generating the information and answers you need to help you plan more effectively.

COST PER CALL

Ask a dozen sales managers what the cost of a sales call is these days, and you're likely to get 12 different answers ranging anywhere from $100 to $1,000. The reason for this wide disparity is because each industry and source has a different definition of what constitutes legitimate sales-related costs, with some even factoring in such questionable items as administrative expenses, executive salaries, office space, and even marketing and advertising costs.

As one of the few sources reporting annual cost-per-call

A DIRECTORY OF SURVEY CONTRIBUTORS

The following organizations, associations, research firms, and consultants are sources for some of the statistics in the 1990 Survey of Selling Costs. *For those readers who would like more information on a particular topic, the name and address of each contributor is listed below, along with a description of their activities.*

College Placement Council, 62 Highland Ave., Bethlehem, PA 18017 (215-868-1421). The CPC provides its services to career planning and placement directors at colleges and universities, as well as to employers who hire graduates of these institutions. The CPC's quarterly *Salary Survey* is the source for some of the training and compensation statistics in Section III of S&MM's *1990 Survey of Selling Costs.*

Dartnell Corp., 4660 Ravenswood Ave., Chicago, IL 60640 (312-561-4000). Dartnell publishes business books, manuals, newsletters, and bulletins, most notably its biennial *Survey of Sales Force Compensation.* In addition, Dartnell produces sales training films and cassettes and conducts management seminars.

Dataquest, Inc., 1290 Ridder Park Dr., San Jose, CA 95131 (408-437-8000). Dataquest is a market research firm specializing in high-technology equipment. Their 1988 market research data on laptop computers is highlighted in Section III of this year's survey.

Herschel Shosteck Associates, Ltd., 10 Post Office Rd., Silver Springs, MD 20910-1192 (301-589-2259). A cellular telephone economics firm, Herschel Shosteck and Associates tracks 1989 market share data on cellular phones, forming the basis for cellular phone statistics highlighted in Section III of this year's survey.

***Incentive* Magazine,** 633 Third Ave., New York, NY 10017 (212-986-4800). *Incentive* is a monthly publication that covers the methods used by organizations to motivate customers at all levels to buy and employees to work more effectively. The magazine also conducts surveys of its readers and the incentive industry in general, and the *Survey of Selling Costs* includes some of the results of the most recent Survey of Employee Motivation Practices published in the June 1989 issue of *Incentive.*

International Data Corp., 5 Speen St., Framingham, MA 01701 (508-872-8200). IDC is a market research firm also specializing in high-technology equipment. Their 1988 market research data on fax machines is highlighted in Section III of this year's survey.

International Exhibitors Assn., 5501 Backlick Rd., Suite 200, Springfield, VA 22151 (703-941-3725). The IEA is a membership organization whose Active Division represents the interests of firms using exhibits as a marketing or promotional medium. Its Allied Division consists of suppliers to the exposition industry. IEA's *1990 Budget Guide* contains charts and statistics that aid exhibit managers in assessing expenses, projecting future costs, and making comparisons with previous expenditures.

data for consumer, industrial, and service salespeople, S&MM tends to take a simpler view of things when it comes to calculating cost per call, purposely limiting our guidelines to the two basic components of field selling—compensation and T&E (Travel & Entertainment)—and it is these two factors that form the basis of the cost-per-call data found in the *Survey of Selling Costs*.

The first step in producing such figures involves gathering compensation and field-expense data from a wide array of industries and titles, and over the years, S&MM has been able to build up a substantial database of cost-related statistics by continuously surveying its subscribers, asking them to provide compensation and T&E figures for their own sales forces. These data are then sorted by both industry (Consumer, Industrial, and Service) and by level of experience (Sales Trainee, Mid-Level, Top-Level, and Supervisory salespeople).

Once these tabulations have been made, the summary data are then used to produce the cost-per-call estimates by working through a series of four basic formulas, beginning

Mobil® Travel Guides, c/o Prentice Hall Press, 108 Wilmut Rd., Suite 450, Deerfield, IL 60015 (312-948-5995). This series of regional guides is published by Prentice Hall Press in collaboration with Mobil Oil Corp., and its listings of rated hotels and restaurants are used as the basis for selecting those destinations appearing in the *Survey's* Metro Market Profiles. The seven regional guides cover the 48 contiguous states and selected cities in 10 Canadian provinces, and contain information on more than 14,000 lodgings and 7,500 restaurants.

Northwestern University Placement Center, Scott Hall, Evanston, IL 60201 (312-491-3709). Each year, the NUPC publishes *The Northwestern Lindquist-Endicott Report,* a study of current trends in hiring and compensation that is used as a basis for some of the compensation data found in Section III of the *Survey of Selling Costs.* Full copies of the report are available from Northwestern University Placement Center at a cost of $35.

Runzheimer International, Runzheimer Park, Rochester, WI 53167 (414-534-3121). Runzheimer is an international management consulting company specializing in travel and living costs data. It publishes *Runzheimer Reports on Transportation* and *Travel Management,* as well as other related surveys and statistics.

Schonfeld & Associates, 1 Sherwood Dr., Lincolnshire, IL 60069 (708-948-8080). A management consulting company that publishes an annual study of advertising and promotional expenditures of major U.S. corporations, as well as other forecasts and tracking studies in the areas of marketing and advertising. The sales support data on advertising and promotional expenditures as a percentage of net sales in Section III of the *Survey* are taken from Schonfeld's publication, *Advertising Ratios and Budgets.*

***Successful Meetings* Magazine,** 633 Third Ave., New York, NY 10017 (212-986-4800). In addition to a monthly magazine covering meeting trends and destinations, *SM* also publishes its annual *Successful Meetings Sourcebook.* Listings of meeting sites and conference centers in this directory are used as the basis for selecting those destinations that appear in the *Survey*'s Metro Market Profiles in Section II.

Tradeshow Week, 12233 W. Olympic Blvd., Suite 236, Los Angeles, CA 90064-9956 (213-826-5696). A weekly newsletter dealing with trends and news in the tradeshow industry, *Tradeshow Week* also publishes statistics and survey results, as well as three annual directories on exhibit halls, trade show services, and other related topics.

TRAINING, The Magazine of Human Resources Development, 50 South 9th St., Minneapolis, MN 55402 (612-333-0471). A monthly magazine dealing with job-related training and employee development in all types of organizations. *Training,* each October, also publishes an Industry Report, which is an overview of employee training in America.

with a generalized calculation of call patterns on both a daily and yearly basis. The following table shows the results of this calculation:

INDUSTRY	CALLS PER TERRITORY PER DAY A	CALLS PER TERRITORY PER DAY B	EST. DAYS IN FIELD PER YEAR	CALLS PER TERRITORY PER YEAR A	CALLS PER TERRITORY PER YEAR B
Consumer					
Range	3-6	2-4	187	561-1,122	374-748
Median	4.5	3		841.5	561
Industrial					
Range	3-5	2-4	187	561-935	374-748
Median	4	3		748	561
Service					
Range	4-8	2-5	187	748-1,496	374-935
Median	6	3.5		1,122	654.5

In this table, an **A Territory** is defined as a metro area where customers and prospects are heavily concentrated and a salesperson can easily make multiple calls, or as a selling philosophy that emphasizes a high call quota. A **B Territory** reflects a territory where customers are widely dispersed, and more time is spent traveling between calls. The **Estimated Days in Field Per Year** is based on 4 days × 52 weeks per year, less 6 holidays and 15 days vacation and/or sick leave, resulting in a figure of 187 days. The **Calls Per Territory Per Year** reflects the **Calls Per Territory Per Day** ranges and/or medians multiplied by this figure, the median being the midpoint in each set of ranges.

With these data in hand, the next step involves calculating direct sales costs, which are limited to compensation and field expenses (T&E) only. The dollar figures shown in the table below have been taken directly from the responses to this year's annual compensation survey, and the ranges of **Compensation** and **Field Expenses** for the three industries listed were produced from the data gathered for two different levels of sales personnel: Mid-Level and Top-Level salespeople. Data for Trainees and Sales Supervisors were purposely excluded from these calculations, since in most cases they don't technically involve "field" salespeople and therefore would not realistically reflect the true range of either compensation or field expenses.

INDUSTRY	RANGE & MEDIAN COMPENSATION	+	RANGE & MEDIAN FIELD EXPENSES	=	TOTAL DIRECT SALES COSTS
Consumer					
Range	$18,000-$100,000		$2,400-$40,000		$20,400-$140,000
Median	$59,000		$21,200		$80,200
Industrial					
Range	$18,000-$120,000		$2,500-$40,000		$20,500-$160,000
Median	$69,000		$21,250		$90,250
Service					
Range	$15,000-$100,000		$1,200-$20,000		$16,200-$120,000
Median	$57,500		$10,600		$68,100

Having calculated a range and median for both the Calls Per Territory Per Year and the Total Direct Sales Costs, we can now produce a cost-per-call figure for **A** and **B** territories by utilizing a simple formula that equitably combines cost data and call patterns. Using the Consumer category as an example, we first divide the *highest* figures in the range of **Calls Per Territory Per Year** (1,122 and 748) into the *lowest* figure in the range of **Total Direct Sales Costs** ($20,400), which equals the low end of the **Cost Per Call Per Territory** range for each type of territory ($18.18 and $27.27). The *lowest* figures in the range of **Calls Per Territory Per Year** (561 and 374) are then divided into the *highest* figure in the range of **Total Direct Sales Costs** ($140,000), producing the high-end figure for each **Cost Per Call Per Territory** range ($249.55 and $374.33). By performing this same calculation with the comparable Industrial and Service figures and selecting the midpoint in each set of ranges, we produce the following ranges and medians of Cost Per Call Per Territory:

INDUSTRY	TOTAL DIRECT SALES COSTS	CALLS PER TERRITORY PER YEAR A	CALLS PER TERRITORY PER YEAR B	COST PER CALL PER TERRITORY A	COST PER CALL PER TERRITORY B
Consumer					
Range	$20,400-$140,000	561-1,122	374-748	$18.18-$249.55	$27.27-$374.33
Median	$80,200	841.5	561	$133.87	$200.80
Industrial					
Range	$20,500-$160,000	561-935	374-748	$21.93-$285.20	$27.41-$427.81
Median	$90,250	748	561	$153.57	$227.61
Service					
Range	$16,200-$120,000	748-1,496	374-935	$10.83-$160.43	$17.33-$320.86
Median	$68,100	1,122	654.5	$85.63	$169.10

Finally, by combining the ranges for both territory types, we can calculate a **Median Cost Per Call** figure for each industry group as a whole, which is done by first selecting the lowest and highest figure from each set of ranges (Territory A and Territory B). For the Consumer industry category, the resulting combined range would be $18.18 (low) to $374.33 (high), which gives us a median cost-per-call figure of **$196.26**. By performing this same calculation for the other two industry groups, we produce the following list of Median Cost Per Call by Industry:

INDUSTRY	COMBINED RANGES (TERRITORIES A & B)	MEDIAN COST PER CALL
Consumer	$18.18-$374.33	**$196.26**
Industrial	$21.93-$427.81	**$224.87**
Service	$10.83-$320.86	**$165.85**

Using these same basic formulas, you can take data from virtually any company or industry group and use it to produce your own customized cost-per-call averages based on more specific call-pattern and expense data gathered from company records.

SALES CALL EFFICIENCY

Having discussed how call patterns and direct sales costs are used to construct the cost-per-call estimates for the *Survey of Selling Costs*, let's move on to something called the Sales Call Efficiency Index (SCEI), a figure that can be used to measure the relative effectiveness of salespeople assigned to similarly sized territories with markedly different cost characteristics.

In order to compare cost-per-call ratios from your various territories more fairly, it's important that the differences between markets be examined in depth. In this example, we'll look at two different metro markets with roughly the same population—New Orleans (where daily expenses are higher than average) and the Norfolk-Virginia Beach-Newport News, Va., area (with below-average costs).

Step 1: The first thing you need to do when formulating an SCEI is to calculate your salespeople's call patterns. The following formula should be used to make this calculation:

SALESPERSON	ACTUAL CALLS REPORTED	AVERAGE CALLS PER DAY	×	TOTAL DAYS IN FIELD	=	ESTIMATED TOTAL CALLS	ACTUAL OR ESTIMATED CALLS PER YEAR

These figures can either be gathered by totaling the number of calls listed on the salesperson's call reports (entered under **Actual Calls Reported**), or by multiplying the **Average Calls Per Day** by the number of days the salesperson spends in the field (**Total Days in Field**), which gives you the **Estimated Total Calls** figure. Whichever formula is used, the annual total for each salesperson should then be entered under **Actual or Estimated Calls Per Year**.

Step 2: Next, you'll need to compute your salespeople's direct sales costs, and this can be done by utilizing the formula below:

SALESPERSON	BASE SALARY	+	BONUS OR COMMISSION	+	AUTO EXPENSE	+	T&E EXPENSE	+	OTHER EXPENSES	=	TOTAL DIRECT SALES COSTS

Your company financial records will provide most of the necessary information on **Base Salary** and **Bonus or Commission**. Data on **Auto Expenses**, **T&E Expenses**, and **Other Expenses** can usually be obtained from expense account reports or from the data contained in the Metro Market Profiles in Section III of the *Survey*. By adding these individual components, you will arrive at a figure that reflects each salesperson's **Total Direct Sales Costs**.

Step 3: With the summary data from these two tables in hand, you can calculate an approximate **Unweighted Cost Per Call** figure for each salesperson by dividing **Total Direct Sales Costs** by the **Actual or Estimated Calls Per Year** figure:

SALESPERSON	TOTAL DIRECT SALES COSTS	÷	ACTUAL OR ESTIMATED CALLS PER YEAR	=	UNWEIGHTED COST PER CALL

Step 4: Because of differences in geography, the number and type of accounts, and customer concentration (or dispersal), it can safely be said that no two sales territories are exactly alike. By using the following table of Territory Concentration Factors, however, you can compensate for this diversity by assigning "weights" to the average number of calls per day for the salesperson or territory in question.

STANDARD AVERAGE CALLS PER DAY	AVERAGE CALLS PER DAY FOR TERRITORY 10	9	8	7	6	5	4	3	2	1
10	1.00	1.11	1.25	1.42	1.66	2.00	2.50	3.33	5.00	10.00
9	.90	1.00	1.11	1.28	1.50	1.80	2.25	3.00	4.50	9.00
8	.80	88	1.00	1.14	1.33	1.60	2.00	2.66	4.00	8.00
7	.70	.77	.87	1.00	1.16	1.40	1.75	2.33	3.50	7.00
6	.60	.66	.75	.85	1.00	1.20	1.50	2.00	3.00	6.00
5	.50	.55	.62	.71	.83	1.00	1.25	1.66	2.50	5.00
4	.40	.44	.50	.57	.66	.80	1.00	1.33	2.00	4.00
3	.30	.33	.37	.42	.50	.60	.75	1.00	1.50	3.00
2	.20	.22	.25	.28	.33	.40	.50	.66	1.00	2.00
1	.10	.11	.12	.14	.16	.20	.25	.33	.50	1.00

The first thing you need to do is determine the average number of calls your salespeople make each day, based on the total number of calls per day logged by your entire sales force. Once this average has been calculated, it should be charted on the **Standard Average Calls Per Day** axis on the left side of the table. Next, using the Territory Concentration Factor data, you "equalize" the differences in the number of **Average Calls Per Day for Territory**, which are charted along the top of the table. This procedure is explained in greater detail in the comparison of the New Orleans and Norfolk markets that follows.

METRO	TOTAL DIRECT SALES COSTS	CALLS PER YEAR	UNWEIGHTED COST PER CALL	TERRITORY CONCENTRATION FACTOR
New Orleans	$78,000	950	$82.00	.80
Norfolk	$62,000	575	$108.00	1.33

	PER DIEM INDEX	WEIGHTED PER DIEM INDEX	SCEI COST PER CALL	WEIGHTED SCEI COST PER CALL
New Orleans	119	.84	$92.37	$100.39
Norfolk	90	1.11	$99.71	$86.67

Step 5: The table above shows how a Sales Call Efficiency Index is constructed. For the purposes of this example, let's say that by following Steps 1 through 3, you've found that the New Orleans salesperson has an Actual or Estimated **Calls Per Year** figure of 950 calls and **Total Direct Sales Costs** of $78,000. The Norfolk salesperson, on the other hand, makes 575 calls with $62,000 of direct sales costs. By dividing the total number of calls into the direct sales costs figure for each salesperson, we arrive at an **Unweighted Cost Per Call** for New Orleans of approximately $82.00, as opposed to $108.00 for Norfolk. At first glance, it appears that the New Orleans salesperson is managing expenses better than the person in Norfolk, since the Unweighted Cost Per Call there is some $26 lower. However, to make a fair evaluation of the performance of each salesperson, you need to recognize that Norfolk and New Orleans are two vastly different markets in terms of operating costs. To develop a Sales Call Efficiency Index that will compensate for differences in meal costs, room rates, and other expenses, you'll first need to calculate the Standard Average Calls Per Day for your sales force as a whole, and then for each of the salespeople in the two territories in question.

Assuming that your sales force averages 4 calls per day overall, you chart this figure on the Standard Average Calls Per Day axis of the Territory Concentration Factor table. With this information in hand, you then need to look at the Average Calls Per Day for Territory for both New Orleans and Norfolk. Upon determining that the New Orleans salesperson averages 5 calls per day, while the Norfolk salesperson has an average of 3, you then locate each of these figures along the top of the TCF table, moving down to match them with the number directly across from your Standard Average Calls Per Day figure (4), which shows a **Territory Concentration Factor** of .80 for New Orleans and 1.33 for Norfolk.

At this point, you'll need to record the **Per Diem Index** figure for each of these markets, and these can be found in the Metro Market Profiles in Section II. The Per Diem Index for New Orleans is 119, while Norfolk's is 90. By dividing each of these figures into 100 (the Per Diem Index for the U.S.), you then produce a **Weighted Per Diem Index** for each metro—.84 for New Orleans and 1.11 for Norfolk—which is then entered under the corresponding column in the table above.

Now you have all the information you need to construct an **SCEI Cost Per Call** for each territory, which is done by following the equation below:

$$\frac{\text{Total Direct Sales Costs} \times \text{Weighted Per Diem Index}}{\text{Calls Per Year} \times \text{Territory Concentration Factor}} = \text{SCEI COST PER CALL}$$

For New Orleans, the calculation would be:

$$\frac{\$78{,}000 \times .84}{950 \times .80} = \frac{\$65{,}520}{760} = \$86.21$$

And for Norfolk:

$$\frac{\$62{,}000 \times 1.11}{575 \times 1.33} = \frac{\$68{,}820}{764.8} = \$89.98$$

This reveals that the SCEI Cost Per Call for New Orleans is $86.21, while Norfolk's figure is $89.98. By utilizing this formula, what was originally a $26.00 difference in the Unweighted Cost Per Call has been cut to a mere $3.77.

The SCEI Cost Per Call can also be further refined by factoring in the differences in field expenses for each territory, producing what could be called a **Weighted SCEI Cost Per Call**. By using the data from Step 2 in the SCEI process to separate your salespeople's compensation from other expenses, you find that the New Orleans salesperson had a total compensation (Base Salary plus Bonus or Commission) of $61,000 plus $17,000 in expenses, while the Norfolk salesperson had a compensation/expenses split of $49,000 and $13,000. A Weighted SCEI Cost Per Call can then be calculated by multiplying each salesperson's expenses by the Weighted Per Diem Index and adding it to their compensation, dividing the resulting total by the total of Calls Per Year × the TCF, according to the following formula:

For New Orleans, the calculation would be:

$$\frac{\$61{,}000 + (\$17{,}000 \times .84)}{950 \times .80} = \frac{\$75{,}280}{760} = \$99.05$$

For Norfolk:

$$\frac{\$49{,}000 + (\$13{,}000 \times 1.11)}{575 \times 1.33} = \frac{\$63{,}430}{764.8} = \$82.93$$

The resulting totals reveal that the average cost of a sales call in New Orleans—once more than $26.00 *lower* than that of Norfolk—is actually more than $16.00 *higher* when territory concentration and field expenses have been properly factored in. This just goes to show that before you rely on the simple answer to the question of what it costs to make a sales call, remember that the subtle differences in markets and territories can often be deceiving.

BUDGETING

How much are your salespeople spending each year? By constructing a territorial sales budget that breaks out the various components of selling, you can easily analyze individual cost factors, which may help you uncover areas where adjustments and/or cutbacks can be made. The data you'll need for each of your salespeople's territories can be gathered from company records, the Metro Market Profiles contained in Section II, and other tables from the *Survey*. To lay out your worksheet, begin by following the example below, and then review each of the 16 steps that correspond to the individual lines and columns listed.

COLUMNS:

1. List the individual **Metro Areas** that comprise each of your territories, using the data from the Metro Market Profiles in Section II of the *Survey*.
2. Enter your annual **Projected Sales** for each metro.
3. For **Lodging Costs**, estimate the total number of nights per year spent in each metro and multiply this figure by the Average Daily Lodging cost shown in each metro profile, making sure to add the appropriate lodging tax rates where applicable.
4. To estimate **Meal Costs**, add up the number of meals for each metro and multiply by the appropriate figure shown (Breakfast, Lunch, and Dinner), and then add the corresponding meal tax rates.
5. If a car is to be rented, multiply the number of days by the average daily **Auto-Rental** cost shown in the table, "Daily Auto-Rental Rates by Region and Metro" in Section III of the *Survey*.
6. Estimate any additional **Miscellaneous Expenses**, such as taxi or limo fares, and enter them in this column.
7. Calculate **Entertainment** costs by adding additional meal costs, multiplied by the total number of clients or prospects entertained, as well as any other related expenses.
8. Estimate any extra **Transportation** costs—air, train, or bus fares—that may be incurred in trips to the home office or to sales meetings or seminars.
9. Factor in any **Promotional** expenditures, including ad-

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13131 N. Central Expressway, Dallas, Texas 75243
(214) 234-3300
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(615) 871-0033

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vertising, sales promotions, trade show costs, meetings, etc., that are charged to the individual metros, or construct an average for each metro by dividing the total number of metros into the territory's total promotional expenditures.

10. Total the expenses from columns 3 through 9, which will give you the **Total Metro Expenses** for each metro listed.

LINES:

11. Total the expenses for each vertical column (2 through 10) and enter here under **Metro Totals**.

12. Enter your **Projected Total Territory** *sales* on this line under column 2, and **Projected Total Territory** *expenses* for each of the seven categories (columns 3 through 9).

13. Calculate the **Percent of Total** projected sales accounted for by the territory by dividing the Projected Total Territory figures on line 12 into the Metro Totals on line 11. Enter these percentages under columns 2 through 10.

14. Add up the **Budgeted Salaries** (Salary plus Bonus or Commission) for all sales managers and field salespeople in the territory, and enter on line 14, column 2.

15. Enter the **All-Metro Total** from the Metro Totals on line 11, column 10, adjusting this figure to reflect any additional expenses—rent, utilities, or other staff expenses—charged to the sales division.

16. Add the totals for **Budgeted Salaries** (line 14) and the **All-Metro Total** (line 15), which will result in a figure that reflects a majority of your **Actual Expenses**. With this figure in hand, you can then subtract it from the **Projected Total Territory** sales (line 12, column 2), which will give you the gross dollar return on sales in the territory's component metros (sales - expenses = return on sales).

This dollar figure can then be converted to a percentage and compared to your company's projected profit ratio, which tells you if your budget is on target. If it isn't, an analysis of the individual cost components should reveal areas that can be adjusted or cut back. If a territory is made up of largely non-metro areas, this will be reflected in the Percent of Total figure on line 13, and adjustments can be made accordingly.

Preparing a Sales-Costs Budget

1. METRO AREAS	2. PROJECTED SALES	3. LODGING COSTS	4. MEAL COSTS	5. AUTO RENTAL	6. MISC. EXPENSES	7. ENTERTAINMENT	8. TRANSPORTATION	9. PROMOTIONAL	10. TOTAL METRO EXPENSES
11. METRO TOTALS									
12. PROJECTED TOTAL TERRITORY									
13. PERCENT OF TOTAL	%	%	%	%	%	%	%	%	%
14. BUDGETED SALARIES									
15. ALL-METRO TOTAL									
16. ACTUAL EXPENSES									

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SECTION II

METRO MARKET PROFILES

KEY TO METRO MARKET PROFILES

Each of the 100 Metro Market Profiles in the *1990 Survey of Selling Costs* contains statistics for nine major categories, providing both managers and field salespeople with a concise picture of each of these major markets. The data in these profiles allow managers to be more precise in their budgetary planning, as well as in the allocation of sales force dollars for travel and entertainment. In addition, these listings provide field salespeople with statistics on selected accommodations, meeting sites, and restaurants that they can use to keep their own expenses in check.

For each category, certain criteria for inclusion in the *Survey*'s listings have been established, and the following definitions outline these specific guidelines. The 94 U.S. metro markets are listed alphabetically, followed by 6 major Canadian markets.

VITAL STATISTICS—Figures in this section have been selected from the most recent edition of Sales & Marketing Management's *Survey of Buying Power*, with the statistics reflecting a cut-off date of 1/1/89. **Population** figures show the total metro-area population, while **Households** shows the total number of households, regardless of the number of occupants (single- or multiple-person units). **Median Age** shows the midpoint in the range of metro-area age distribution, with half the population older, and half younger, than this figure. The current U.S. median age is 32.8 years.

Total EBI lists the Effective Buying Income for a metro, a figure roughly equivalent to disposable, or after-tax, income. The **Median Household EBI** shows Effective Buying Income on a household basis, the median being the point at which half the metro's incomes are above, and half below, the listed figure. Median household EBI for the U.S. is currently $24,488. **Total Retail Sales** reflects net sales for all establishments primarily engaged in retail trade in a given metro area, excluding those of wholesale and service establishments.

The **Buying Power Index** is a weighted indicator that combines a metro area's total population, income, and retail sales and expresses it as a percentage of total U.S. potential (100.0000). The BPI is most often used as a relative indicator, revealing how much "buying power" a metro controls (i.e., the BPI for the Los Angeles-Long Beach metro area is 3.9019, or roughly 4% of U.S. potential).

Telephone numbers and **Area Codes** for the local **Chamber of Commerce** and **Convention & Visitors Bureau** were gathered by *Sales & Marketing Management*.

MEAL & LODGING COSTS—The **Average Daily Lodging** costs shown are calculated from the individual ranges of lodging rates listed for each market (see

AKRON, OHIO

VITAL STATISTICS
Population: 649,500
Households: 246,400
Median Age: 32.6
Total EBI: $7,544,255,000
Median Hshld. EBI: $24,200
Total Retail Sales: $4,035,493,000
Buying Power Index: .2495
Chamber of Commerce: 376-5550
Convention & Visitors Bureau: 376-4254
Telephone Area Code: 216

MEAL & LODGING COSTS
Avg. Daily Lodging: $87.50
Meals: B-$4.84
L-$7.07
D-$16.81
PER DIEM
Total: $116.22
Index: XX
TAX RATES
Meals: 5.5%
Lodging: 11.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Inn-West	Akron	867-5000	$60-95
Hilton Quaker Square	Akron	253-5970	$70-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Quaker Square	Akron	253-5970	$75-85

RESTAURANTS

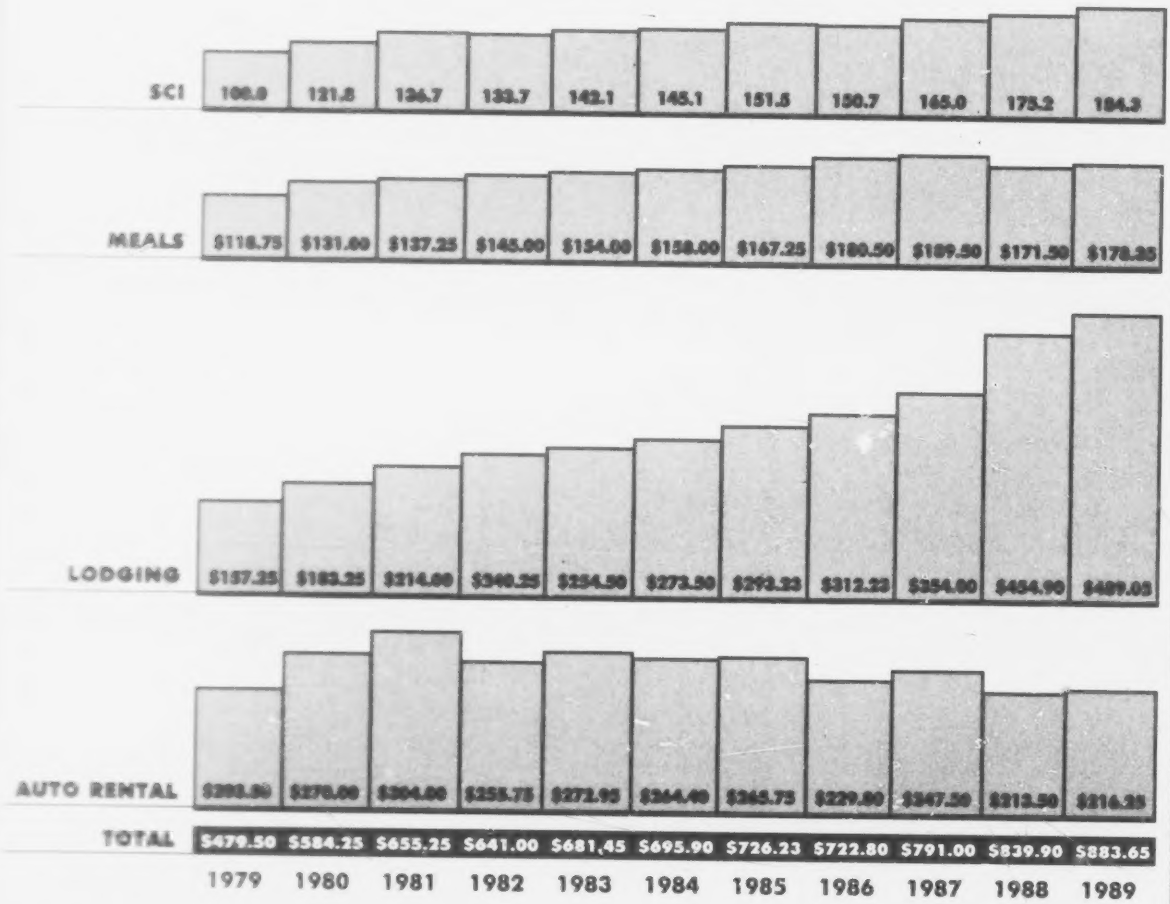
NAME	CITY	PHONE	PRICE CODE
Maison Martel	Akron	867-4114	M
Silver Pheasant	Stow	678-2116	M
Tangier	Akron	376-7171	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 15 mi. SE
Time: 20-30 min.
Taxi: $27.00
Limo: $10.25

DAILY AUTO RENTAL
Avis: $43.00
Budget: $49.00
Dollar: N.A.
Hertz: $50.00

SAMPLE

The Selling Cost Index: A Look at Weekly Expenses for Three Major Components Shows 1988-89 Costs Up by 9.1%



The **Selling Cost Index** is calculated by multiplying the national averages for the three SCI components-**Meals, Lodging,** and **Auto Rental**-by 5 days (a typical week in the field), producing the individual weekly totals that are then added together, resulting in a combined weekly **Total** for the three basic components. For 1989, the formula would be $178.35 + $489.05 + $216.25 = **$883.65**. The **SCI** is then calculated by dividing the 1979 base year **Total** ($479.50) into the corresponding weekly **Total**, producing the index figure for each subsequent year. For 1989, the calculation of $883.65 ÷ $479.50 produces an SCI of **184.3**, indicating that weekly costs have risen by 84.3% over the course of the last decade.

SOURCE: Sales & Marketing Management, *1990 Survey of Selling Costs*. © Sales & Marketing Management.

Hotels/Motels). Average daily **Meal** costs for Breakfast (**B**), Lunch (**L**), and Dinner (**D**) were calculated by *Sales & Marketing Management*, based on data from the *1990 Survey of Selling Costs* and the National Restaurant Assn. A notation of **N.A.** means that rates for this market were unavailable.

PER DIEM—The Per Diem **Total** for each market reflects the total daily cost of lodging and three meals. The Per Diem **Index** shows a market's Per Diem Total expressed as a ratio of the U.S. average, or 100. An Index figure of 110, for example, means that per diem costs in this market are roughly 10% higher than the national average. A notation of **N.A.** means that rates for this market were unavailable.

TAX RATES—Taxes for **Meals** and **Lodging** are shown where applicable, with Lodging tax rates reflecting the combined rates for both local taxes and any additional surcharges for lodging. A notation of **N.A.** means that rates for this market were unavailable.

HOTELS/MOTELS—Individual locations and rates in this category have been selected from the listings of three-star (★★★) hotels and motels in the *1989 Mobil® Travel Guide*. Because most sales managers prefer that their salespeople select medium-priced accommodations when in the field (and it is felt that three-star locations best represent this standard), S&MM has limited its listings to only those locations with this specific rating. Only those hotels and motels that carried a three-star rating in the most recent edition of the *Mobil®*

Selected Budget Motel Chains

CHAIN (Reservations)	NO. OF LOCATIONS	TOTAL ROOMS	INNS UNDER CONSTRUCTION	INNS PLANNED	RATES	FACILITIES & SERVICES
BUDGETEL (800-4-BUDGET) (800-428-3438)	71	7,100	6	6	Sgl.- $30.95-33.95 Dbl.- $27.95-37.95	Color TV with satellite stations; free in-room movies; free local phone calls; meeting rooms; non-smoking rooms; rooms for handicapped; kids 18 and under stay free in same room; group discounts; free continental breakfast; in-room coffee makers
DAYS INNS OF AMERICA (800-325-2525)	951	120,750	N.A.	1,250	Sgl.-$25-90 Dbl.-$30-110	Color TV; pool; restaurant; nearby gas/service; meeting rooms; cocktail lounge; non-smoking rooms; rooms for handicapped; senior citizen discounts; special discount clubs
ECONO LODGES OF AMERICA (800-446-6900)	560	45,000	100	100	Sgl.-$30-35 Dbl.-$35-40	Color TV; meeting rooms; cocktail lounges; non-smoking rooms; rooms for handicapped; restaurant adjacent or nearby; senior citizen and group discounts; kids 18 and under stay free in same room
LA QUINTA MOTOR INNS (800-531-5900) For the hearing impaired: (800-426-3101)	207	26,426	0	1	Sgl.-$35-40 Dbl.-$41-46	Color TV with cable and satellite stations; pool; laundry service; free local phone calls; King Plus Rooms for business travelers; meeting rooms; non-smoking rooms; rooms for handicapped; free morning coffee; free Newsweek magazine; kids 18 and under stay free in same room; senior citizen and group discounts; fax services
MOTEL 6 (505-891-6161)	525	59,925	9	32	Sgl.-$17.95-31.95 Dbl.-$21.95-36.95	Color TV; pool; access to family restaurant; in-room movies; free local phone calls; no service charge on long distance calls; kids 18 and under stay free in same room
RED ROOF INNS (800-THE-ROOF) (800-843-7663)	204	22,683	1	9	Sgl.-$25.95-42.95 Dbl.-$30.95-52.95	Color TV; free ESPN and in-room movies; free local calls; meeting rooms; free daily newspaper; free morning coffee; Business King Rooms for business travelers; copy and facsimile machines; non-smoking rooms; rooms for handicapped; kids 18 and under stay free in same room; special discount clubs
SUSSE CHALET MOTOR LODGE & INNS (800-258-1980) In New Hampshire: (800-572-1880)	43	4,429	2	N.A.	Sgl.-$34.70-40.70 Dbl.-$38.70-43.70	Color TV with satellite stations; pool; valet; laundry; baby-sitting service; auto emergency service; secretarial service; breakfast carts

SOURCE: Sales & Marketing Management; *1990 Survey of Selling Costs.*

Travel Guide are listed.

Note: Hotel/Motel listings carrying starred ratings are copyright 1989 by ***Mobil® Oil Corporation****, New York, N.Y. Additional information on the* Mobil® Travel Guides *can be found in the User's Guide in Section 1 of this publication.*

City listings reflect the mailing address for each location, although all hotels and motels listed lie within designated metro-area boundaries. **Phone** numbers show local listings (without area code), with toll-free numbers for most major chains listed in a separate table at the beginning of this section. **Rates** shown reflect the approximate low-single to high-double ranges as listed in the *1989 Mobil® Travel Guide*. Because of the cut-off dates imposed by *Sales & Marketing Management* in the collection and publication of these statistics, readers are advised that while every effort has been made by *S&MM* and the *Mobil® Travel Guides* to ensure the accuracy of rate-oriented data, some changes in these figures are bound to occur. Because of this, when pricing accommodations, be sure to ask about changes, group plans, and/or corporate discounts.

MEETING SITES/CONFERENCE CENTERS—Listings in this section have been selected from the 1989 edition of the *Successful Meetings Sourcebook*, although S&MM's *Survey of Selling Costs* lists only those locations with **10 or more meeting rooms,** limiting these listings to the medium- and large-sized meeting sites and conference centers in each metro market.

Toll-Free Numbers for Major Auto Rental & Hotel/Motel Chains

AUTO RENTAL FIRMS	**TOLL-FREE RESERVATION NUMBERS**
FOR U.S. MARKETS:	
Avis	800-331-1212
Budget	800-527-0700
Dollar	800-421-6868
Hertz	800-654-3131
	800-522-3711 (Okla.)
FOR CANADIAN MARKETS:	
Hertz	800-654-3001 (except B.C. and Toronto)
National	800-CAR-RENT
HOTEL/MOTEL CHAINS	
Best Western Int'l.	800-528-1234
	800-528-2222*
Days Inn	800-325-2525
Doubletree	800-528-0444
Embassy Suites	800-362-2779
Fairmont Hotels	800-527-4727
Four Seasons Hotels	800-332-3442
Hilton Hotels	800-HILTONS
Holiday Inn	800-HOLIDAY
	800-238-5544* (except Tenn.)
Howard Johnson	800-654-2000
	800-654-8442* (except Okla.)
Hyatt	800-228-9000
	800-228-9001 (Neb.)
	800-268-7530 (Canada)
Loews Hotels	800-223-0888
	800-522-5455 (N.Y.)
Marriott Courtyards	800-321-2211
Marriott Hotels	800-228-9290
Marriott Residence Inns	800-331-3131
Nikko Hotels Int'l.	800-221-4862
Omni Hotels	800-228-2121
Quality Inns	800-228-5151
Radisson Hotels	800-333-3333
Ramada Inns	800-2-RAMADA
	800-228-3232*
Red Lion-Thunderbird	800-547-8010
Rodeway Inns International	800-228-2000
Sheraton Hotels & Inns	800-325-3535
Sonesta Hotels	800-343-7170
Stouffer Hotels & Inns	800-HOTELS-1
Susse Chalet Motor Lodges & Inns	800-258-1980
	800-572-1880 (N.H.)
Travelodge International-Viscount	800-255-3050
Westin Hotels	800-228-3000

* - For the hearing impaired.

Note: Selected listings of Meeting Sites/Conference Centers are copyright 1989 by ***Successful Meetings,*** *New York, N.Y. Additional information on the* Successful Meetings Sourcebook *can be found in the User's Guide in Section I of this publication.*

City listings reflect the mailing address for each site, although all locations listed are within metro-area boundaries. **Phone** numbers reflect local listings (without area code), with toll-free numbers for most major chains listed in a separate table at the beginning of this section. **Group Rates** reflect low-single to high-double ranges wherever possible, and only those Group Rates listed in the 1989 edition of the *Successful Meetings Sourcebook* are shown.

RESTAURANTS—Listings are based on three- (★★★), four- (★★★★), and five-star (★★★★★) rated restaurants in the *1989 Mobil® Travel Guide.* S&MM has established these criteria to reflect the fact that most salespeople tend to choose higher-quality establishments for entertaining their clients and prospects.

Note: Restaurant listings carrying starred ratings are copyright 1989 by ***Mobil® Oil Corporation****, New York, N.Y. Additional information on the* Mobil® Travel Guides *can be found in the User's Guide in Section I of this publication.*

Again, **City** listings reflect the mailing address for each restaurant listed, and **Phone** numbers are shown without local area codes. The **Price Code** for each restaurant (**M** = Moderate, **M-E** = Moderate-Expensive, and **E** = Expensive) has been produced by *Sales & Marketing Management* and is based on dinner price ranges listed in the *1989 Mobil® Travel Guides* for each selected location. Allowances have been made for differences in geographic location and other relative costs for each market when determining price codes. For example, a moderate-priced restaurant in New York City will be more expensive than one in Tulsa.

An asterisk (*) indicates that a restaurant was the recipient of a 1989 *S&MM* Business Executives' Dining Award (BEDA), and these establishments have been listed regardless of whether they appear in, or have been rated by, the *Mobil® Travel Guides.* In cases where establishments *do not* appear in Mobil's listings, price codes are unavailable.

DAILY AUTO RENTAL—Average daily rates for four major companies are shown wherever possible, reflecting the local nondiscounted cost of renting a compact car (excluding insurance, tax, and mileage restrictions, where applicable). Due to the frequent changes in such rates and the possibility of local promotions and discounts, however, these rates should only be used as a basic guideline when allocating auto-rental expenses. **N.A.** means that rates for this market were unavailable.

AIRPORT-TO-CITY TRANSPORTATION—The **Distance** shown reflects the number of miles between the airport and the main city in a given metro area (usually the first city listed in a multiple market). The **Time** is the approximate driving time between the airport and downtown. **Taxi** rates reflect the standard one-way fare from the airport to downtown, and **Limo** rates cover both airport shuttle-type transportation (usually lower than taxi rates) and private limousine service (which is often higher than taxi fare). A notation of **N.A.** means that limo service is either unavailable or rates are unpublished.

AKRON, OHIO

VITAL STATISTICS

Population: 649,500
Households: 246,400
Median Age: 32.6
Total EBI: $7,544,255,000
Median Hshld. EBI: $24,200
Total Retail Sales: $4,035,493,000
Buying Power Index: .2495
Chamber of Commerce: 376-5550
Convention & Visitors Bureau: 376-4254
Telephone Area Code: 216

MEAL & LODGING COSTS

Avg. Daily Lodging: $87.50
Meals: B-$4.84
L-$7.07
D-$16.81

PER DIEM
Total: $116.22
Index: 86

TAX RATES
Meals: 5.5%
Lodging: 11.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Inn-West	Akron	867-5000	$60-95
Hilton Quaker Square	Akron	253-5970	$70-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Quaker Square	Akron	253-5970	$75-85

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Maison Martel	Akron	867-4114	M
Silver Pheasant	Stow	678-2116	M
Tangier	Akron	376-7171	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. SE
Time: 20-30 min.
Taxi: $27.00
Limo: $10.25

DAILY AUTO RENTAL

Avis: $43.00
Budget: $49.00
Dollar: N.A.
Hertz: $50.00

ALBANY-SCHENECTADY-TROY, N.Y.

VITAL STATISTICS

Population: 857,700
Households: 325,000
Median Age: 34.0
Total EBI: $11,190,924,000
Median Hshld. EBI: $25,930
Total Retail Sales: $6,254,323,000
Buying Power Index: .3664
Chamber of Commerce: 434-1214/372-5656/274-7020
Convention & Visitors Bureau: 800-622-8464/434-1217/372-5656/274-7020
Telephone Area Code: 518

MEAL [illegible]ODGING COSTS

Avg. Daily Lodging: $88.88
Meals: B-$4.41
L-$6.20
D-$16.81

PER DIEM
Total: $116.30
Index: 86

TAX RATES
Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Desmond Americana	Albany	869-8100	$98-120
Hilton Hotel	Albany	462-6611	$99-134
Holiday Inn	Schenectady	393-4141	$55-68
Inn at the Century	Cohoes	785-0931	$61-71
Marriott Albany	Albany	458-8444	$115-126
Ramada Inn	Schenectady	370-7151	$66-92
Ramada Inn	Albany	489-2981	$58-74
Sheraton Airport	Albany	458-1000	$80-105

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Desmond Americana	Albany	869-8100	
Marriott Albany	Albany	458-8444	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Gregory House	Averill Park	674-3774	M
Jack's Oyster House	Albany	465-8854	M
Scrimshaw	Albany	869-8100	M
La Serre	Albany	463-6056	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. NW
Time: 20 min.
Taxi: $9.90
Limo: $9.90

DAILY AUTO RENTAL

Avis: $50.00
Budget: $45.00
Dollar: $38.00
Hertz: $50.00

ALBUQUERQUE, N.M.

VITAL STATISTICS

Population: 497,000
Households: 191,600
Median Age: 30.9
Total EBI: $5,287,951,000
Median Hshld. EBI: $20,749
Total Retail Sales: $3,551,958,000
Buying Power Index: .1914
Chamber of Commerce: 764-3740
Convention & Visitors Bureau: 243-3696
Telephone Area Code: 505

MEAL & LODGING COSTS

Avg. Daily Lodging: $79.72
Meals: B-$6.31
L-$10.39
D-$16.54

PER DIEM
Total: $112.96
Index: 83

TAX RATES
Meals: 5.0%
Lodging: 9.756%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amfac Hotel	Albuquerque	843-7000	$65-86
Best Western Barcelona Court	Albuquerque	255-5566	$80-100
Hilton Inn	Albuquerque	884-2500	$65-105
Holiday Inn-Journal Center	Albuquerque	821-3333	$68-90
Holiday Inn-Midtown	Albuquerque	884-2511	$64-92
Howard Johnson Plaza	Albuquerque	821-9451	$48-53
Marriott Albuquerque	Albuquerque	881-6800	$92-112
Radisson Inn	Albuquerque	247-0512	$59-88
Sheraton-Old Town	Albuquerque	843-6300	$76-92

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amfac Hotel	Albuquerque	843-7000	
Clarion Four Seasons	Albuquerque	888-3311	$59-76
Doubletree	Albuquerque	247-3344	
Hilton Inn	Albuquerque	884-2500	
Marriott Albuquerque	Albuquerque	881-6800	$59-110
Ramada Hotel Classic	Albuquerque	881-0000	$50-80

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Al Monte's	Albuquerque	243-3709	M
Chardonnay's	Albuquerque	881-0000	M
Lil's	Albuquerque	843-7000	M
Luna Mansion	Los Lunas	865-7333	M
Nicole's	Albuquerque	881-6800	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. SE
Time: 15-20 min.
Taxi: $7.00
Limo: $8.00

DAILY AUTO RENTAL

Avis: $39.00
Budget: $40.00
Dollar: $39.00
Hertz: $40.00

ALLENTOWN-BETHLEHEM, PA.

VITAL STATISTICS

Population: 674,300
Households: 260,600
Median Age: 35.6
Total EBI: $8,791,196,000
Median Hshld. EBI: $26,691
Total Retail Sales: $4,620,814,000
Buying Power Index: .2822
Chamber of Commerce: 437-9661/867-3788
Convention & Visitors Bureau: 266-0560
Telephone Area Code: 215

MEAL & LODGING COSTS

Avg. Daily Lodging: $72.83
Meals: B-$6.34
L-$10.50
D-$26.40

PER DIEM
Total: $116.07
Index: 86

TAX RATES
Meals: 6.0%
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bethlehem Hotel	Bethlehem	867-3711	$45-77
Hilton Allentown	Allentown	433-2221	$66-91
Sheraton Jetport	Allentown	266-1000	$73-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
George Washington Lodge	Allentown	433-0131	$35-55
Hilton Allentown	Allentown	433-2221	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ballieisville Inn	Ballietsville	799-2435	M
Blair Creek Inn	Mertztown	682-6700	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. NE
Time: 15-20 min.
Taxi: $9.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $39.00
Budget: $40.00
Dollar: N.A.
Hertz: $40.00

ANAHEIM-SANTA ANA, CAL.

VITAL STATISTICS

Population: 2,273,700
Households: 808,200
Median Age: 32.2
Total EBI: $38,034,417,000
Median Hshld. EBI: $37,096
Total Retail Sales: $17,860,987,000
Buying Power Index: 1.1313
Chamber of Commerce: 758-0222/541-5353
Convention & Visitors Bureau: 999-8999
Telephone Area Code: 714

MEAL & LODGING COSTS

Avg. Daily Lodging: $107.02
Meals: B-$5.99
L-$10.61
D-$17.40

PER DIEM

Total: $141.02
Index: 104

TAX RATES

Meals: 6.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Newport Mesa Inn	Costa Mesa	650-3020	$52-72
Best Western Sunset Beach Inn	Sunset Beach	840-2431	$87-99
Beverly Heritage	Costa Mesa	751-5100	$85-125
Doubletree Hotel	Orange	634-4500	$95-135
Embassy Suites	Anaheim	632-1221	$104-139
Embassy Suites	Buena Park	739-5600	$89-109
Embassy Suites	Irvine	553-8332	$89-99
Embassy Suites	Santa Ana	241-3800	$99-114
Emerald of Anaheim	Anaheim	999-0990	$120-130
Grand Plaza Hotel	Santa Ana	966-1955	$59-79
Hilton & Towers Irvine	Irvine	863-3111	$98-150
Hilton Hotel & Towers	Anaheim	750-4321	$98-144
Holiday Inn-Gateway Plaza	La Mirada	739-8500	$75-104
Howard Johnson	Anaheim	776-6120	$70-93
Hyatt Regency Alicante	Garden Grove	971-3000	$89-145
Marriott Anaheim	Anaheim	750-8000	$116-138
Marriott Hotel & Tennis Club	Newport Beach	640-4000	$159-169
Marriott Irvine	Irvine	553-0100	$129-154
Quality Inn	Anaheim	999-1220	$47-70
Quality Suites	Santa Ana	957-9200	$78-89
Red Lion Inn	Costa Mesa	540-7000	$89-145
The Registry	Irvine	752-8777	$115-145
Sheraton Anaheim	Anaheim	778-1700	$65-120
Travelodge Plaza at the Park	Anaheim	758-0900	$72-95
Westin South Coast Plaza	Costa Mesa	540-2500	$125-185

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Buena Park Hotel	Buena Park	995-1111	$58-75
Disneyland Hotel	Anaheim	778-6600	
Doubletree Hotel	Orange	634-4500	
Emerald of Anaheim	Anaheim	999-0990	$60-98
Four Seasons Hotel	Newport Beach	759-0808	
Grand Hotel	Anaheim	772-7777	$69-99
Hilton & Towers Irvine	Irvine	863-3111	$98-140
Hilton Hotel & Towers	Anaheim	750-4321	$104-170
Holiday Inn-Buena Park	Buena Park	522-7000	
Holiday Inn-Gateway Plaza	La Mirada	739-8500	$78
Hyatt Regency Alicante	Garden Grove	971-3000	
Inn at the Park	Anaheim	750-1811	
Marriott Anaheim	Anaheim	750-8000	
Marriott Hotel & Tennis Club	Newport Beach	640-4000	$95-125
Marriott Irvine	Irvine	553-0100	$65-129
Marriott Suites	Newport Beach	854-4500	$89-145
Meridien Newport Beach	Newport Beach	476-2001	
Newporter Resort	Newport Beach	644-1700	
Quality Hotel	Anaheim	750-3131	
Ramada Inn	Buena Park	868-0401	
Red Lion Inn	Costa Mesa	540-7000	
The Registry	Irvine	752-8777	$95-150
Ritz-Carlton Laguna Niguel	Laguna Niguel	240-2000	$210
Sheraton Anaheim	Anaheim	778-1700	
Sheraton Newport Beach	Newport Beach	833-0570	$70-145
Westin South Coast Plaza	Costa Mesa	540-2500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Antonello	Santa Ana	751-7153	M
The Cellar	Fullerton	525-5682	M
Chanteclair	Irvine	752-8001	M
Le Chardonnay	Irvine	752-8777	M-E
Chez Cary	Orange	542-3595	M-E
*The Crab Cooker	Newport Beach	673-0100	M
Dover's	Orange	634-4500	M-E
J.W.'s	Anaheim	750-8000	M
Pavilion	Newport Beach	759-0808	M-E
The Ritz	Newport Beach	720-1800	M
Steinbeck's Creative Cuisine	Balboa Island	673-0570	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 20-30 min.
Taxi: $20.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $54.00
Budget: $32.00
Dollar: $37.00
Hertz: $46.00

Note: An asterisk (*) indicates a 1989 *S&MM* BEDA (Business Executives' Dining Award) winner.

ATLANTA, GA.

VITAL STATISTICS

Population: 2,766,400
Households: 1,033,600
Median Age: 31.3
Total EBI: $37,869,940,000
Median Hshld. EBI: $29,262
Total Retail Sales: $22,255,492,000
Buying Power Index: 1.2487
Chamber of Commerce: 586-8400
Convention & Visitors Bureau: 521-6600
Telephone Area Code: 404

MEAL & LODGING COSTS

Avg. Daily Lodging: $113.52
Meals: B-$7.13
L-$10.22
D-$32.36

PER DIEM

Total: $163.23
Index: 121

TAX RATES

Meals: 5.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amberley Suite Hotel	Norcross	263-0515	$62-86
Colony Square	Atlanta	892-6000	$95-130
Doubletree	Atlanta	395-3900	$115-155
Embassy Suites-Perimeter Center	Atlanta	394-5454	$99-134
French Quarter Suites	Atlanta	980-1900	$89-109
Guest Quarters-Perimeter Center	Atlanta	396-6800	$120-180
Hilton & Towers	Atlanta	659-2000	$114-160
Hilton at Peachtree Corners	Norcross	447-4747	$84-106
Hilton Northwest Atlanta	Atlanta	953-9300	$78-110
Holiday Inn Crowne Plaza	College Park	997-2770	$73-103
Hyatt Regency Atlanta	Atlanta	577-1234	$140-160
Hyatt Regency Ravinia	Atlanta	395-1234	$130-170
Lenox Inn	Atlanta	261-5500	$53-67
Marriott Courtyard-Airport	College Park	997-2220	$60-90
Marriott Courtyard-Northlake	Atlanta	938-1200	$60-74
Marriott Gwinnett Place	Duluth	923-1775	$98-118
Marriott Marquis	Atlanta	521-0000	$165-185
Marriott Northwest	Atlanta	952-7900	$99-114
Marriott Suites	Atlanta	668-0808	$125-140
Omni Hotel at CNN Center	Atlanta	659-0000	$79-145
Peachtree Executive Conference Center	Peachtree City	487-2000	$105-145
Pickett Suite	Atlanta	956-9999	$75-190
Ramada Renaissance	College Park	762-7676	$85-115
Sheraton Parkway 75	Marietta	428-4400	$70-112
Stouffer Waverly Hotel	Atlanta	953-4500	$115-145
Terrace Garden Inn (Suites)	Atlanta	952-9595	$93-125
Westin Peachtree Plaza	Atlanta	659-1400	$130-190
Wyndham Midtown	Atlanta	873-4800	$110-130
Wyndham Vinings	Atlanta	432-5555	$85-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Aberdeen Woods/Pitney Bowes Conference Center	Peachtree City	487-2666	$129-189
Colony Square	Atlanta	892-6000	
Hilton Atlanta Airport	Hapeville	767-9000	$115-150
Hilton & Towers	Atlanta	659-2000	$135-170
Hilton Northwest	Atlanta	953-9300	$65-85
Holiday Inn Buckhead	Atlanta	231-1234	$75-115
Holiday Inn Crowne Plaza	College Park	997-2770	$65-120
Hyatt Regency Atlanta	Atlanta	577-1234	$95-135
Hyatt Regency Ravinia	Atlanta	395-1234	
Marriott Atlanta Airport	College Park	766-7900	
Marriott Gwinnett Place	Duluth	923-1775	$75-105
Marriott Marquis	Atlanta	521-0000	$119-175
Marriott Northwest	Atlanta	952-7900	
Marriott Perimeter Center	Atlanta	394-6500	
Omni Hotel at CNN Center	Atlanta	659-0000	
Peachtree Executive Conference Center	Peachtree City	487-2000	$139-152
Perimeter North Inn	Atlanta	455-1811	
Pierremont Plaza	Atlanta	881-6000	$74-104
Radisson Atlanta	Atlanta	659-6500	
Radisson Dunwoody	Dunwoody	394-5000	$49-74
Radisson Inn & Conference Center	Atlanta	351-6532	
Ramada Capitol Plaza	Atlanta	688-1900	
Ramada Renaissance	College Park	762-7676	
Ritz-Carlton Atlanta	Atlanta	659-0400	$110-185
Ritz-Carlton Buckhead	Atlanta	237-2700	
Sheraton Atlanta Airport	College Park	768-6660	$74-82
Sheraton Century Center	Atlanta	325-0000	$76-106
Stouffer Waverly Hotel	Atlanta	953-4500	
Terrace Garden Inn Buckhead	Atlanta	261-9250	$72-125
Westin Lenox	Atlanta	262-3344	
Westin Peachtree Plaza	Atlanta	659-1400	$90-140

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*The Abbey	Atlanta	876-8831	M
*Bone's Steak & Seafood	Atlanta	237-2663	M-E
Bugatti	Atlanta	659-0000	M
The Cafe at the Ritz-Carlton	Atlanta	659-0400	M

ATLANTA (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Cafe at the Ritz-Carlton Buckhead	Atlanta	237-2700	M
Cappriccio Ristorante	Atlanta	237-0347	M
Carbo's Cafe	Atlanta	231-4433	M
Cinnabar	Atlanta	953-4500	M
*Coach and Six	Atlanta	872-6666	M
The Dining Room at the Ritz-Carlton Buckhead	Atlanta	237-2700	E
56 East	Atlanta	364-9463	M-E
*Fish Market	Atlanta	262-3165	M
La Grotta	Atlanta	231-1368	M
Hedgerose Heights Inn	Atlanta	233-7673	M
Hsu's Gourmet Chinese Restaurant	Atlanta	233-3891	M
The Lark and the Dove	Atlanta	256-2922	M
The Mansion	Atlanta	876-0727	M
*Nikolai's Roof	Atlanta	659-2000	E
103 West	Atlanta	233-5993	M
*Pano and Paul's	Atlanta	261-3662	M
Papa's at Park Centre	Smyrna	432-7272	M
*Pittypat's Porch	Atlanta	525-8228	M
The Planters	Marietta	427-4646	M-E
Pompano's	Atlanta	586-6017	M-E
The Restaurant	Atlanta	659-0400	M-E
Sun Dial	Atlanta	589-7500	M-E
Trotter's	Atlanta	237-5988	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 20-30 min.
Taxi: $13.50
Limo: $7.00

DAILY AUTO RENTAL

Avis: $40.00
Budget: $70.00
Dollar: $40.00
Hertz: $60.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

ATLANTIC CITY, N.J.

VITAL STATISTICS

Population: 312,400
Households: 123,900
Median Age: 36.9
Total EBI: $3,967,927,000
Median Hshld. EBI: $22,532
Total Retail Sales: $2,811,388,000
Buying Power Index: .1415
Chamber of Commerce: 345-5600
Convention & Visitors Bureau: 348-7100
Telephone Area Code: 609

MEAL & LODGING COSTS

Avg. Daily Lodging: $138.59
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM
Total: N.A.
Index: N.A.

TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bally's Grand Hotel & Casino	Atlantic City	347-7111	$130-140
Bally's Park Place Casino	Atlantic City	340-2000	$135-165
Beach Club Hotel	Ocean City	399-8555	$96-170
Caesars Atlantic City	Atlantic City	348-4411	$150-190
Flanders Hotel	Ocean City	399-1000	$90-180
Harrah's Marina	Atlantic City	441-5000	$120-170
Port-O-Call	Ocean City	399-8812	$109-164
Resorts International	Atlantic City	344-6000	$75-170
Showboat Hotel & Casino	Atlantic City	343-4000	$125-160
Tropicana Hotel & Casino	Atlantic City	340-4000	$95-155
Trump Castle Hotel & Casino	Atlantic City	441-2000	$95-165

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Atlantis Casino Hotel	Atlantic City	344-4000	
Bally's Atlantic City	Atlantic City	340-2150	
Bally's Grand Hotel	Atlantic City	347-7111	
Caesars Atlantic City	Atlantic City	348-4411	$65-100
Claridge Casino & Hotel	Atlantic City	340-3400	
Harrah's Marina	Atlantic City	441-5000	$60-120
Marriott Seaview Resort	Absecon	652-1800	
Resorts International	Atlantic City	340-6030	
Sands Hotel Casino	Atlantic City	441-4150	$50-160
Showboat Hotel & Casino	Atlantic City	343-4000	
Trump Castle Hotel & Casino	Atlantic City	441-8600	$65-115
Trump Plaza Hotel & Casino	Atlantic City	441-6760	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ivana's	Atlantic City	441-6000	M-E
Le Palais	Atlantic City	344-6000	M-E
Ram's Head Inn	Absecon	652-1700	M
Vanessa	Atlantic City	347-7111	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. NW
Time: 20 min.
Taxi: $22.00
Limo: $5.00

DAILY AUTO RENTAL

Avis: $39.00
Budget: $42.00
Dollar: N.A.
Hertz: $40.00

AUSTIN, TEXAS

VITAL STATISTICS

Population: 746,100
Households: 286,800
Median Age: 29.3
Total EBI: $9,041,474,000
Median Hshld. EBI: $22,977
Total Retail Sales: $4,893,532,000
Buying Power Index: .2972
Chamber of Commerce: 478-9383
Convention & Visitors Bureau: 478-0098
Telephone Area Code: 512

MEAL & LODGING COSTS

Avg. Daily Lodging: $86.63
Meals: B-$7.61
L-$9.08
D-$16.54

PER DIEM
Total: $119.86
Index: 89

TAX RATES
Meals: 8.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree	Austin	454-3737	$49-99
Driskill Hotel	Austin	474-5911	$69-104
Embassy Suites	Austin	454-8004	$84-104
Embassy Suites	Austin	469-9000	$69-99
Guest Quarters	Austin	478-7000	$84-109
Howard Johnson-Austin South Plaza	Austin	448-2444	$52-64
Howard Johnson-Plaza Hotel North	Austin	836-8520	$42-53
Hyatt Regency	Austin	477-1234	$90-136
Marriott at the Capitol	Austin	478-1111	$85-120
Marriott Austin	Austin	458-6161	$79-109
Radisson Plaza	Austin	476-3700	$85-120
Wyndham Southpark	Austin	448-2222	$82-92

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Barton Creek Conference Resort	Austin	329-4000	$110-185
Driskill Hotel	Austin	474-5911	
Four Seasons Hotel	Austin	478-4500	
Hilton Airport & Towers	Austin	451-5757	$55-105
Hyatt Regency Austin	Austin	477-1234	
Lakeway Resort & Conference Center	Austin	261-6600	$95-115
Marriott at the Capitol	Austin	478-1111	$55-95
Marriott Austin	Austin	458-6161	
Radisson Plaza	Austin	476-3700	
Stouffer Austin Hotel	Austin	343-2626	
Wyndham Southpark	Austin	448-2222	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Austin's Courtyard	Austin	476-7095	M
Dover's	Austin	454-3737	M
Foothills of Austin	Austin	477-1234	M
Green Pastures	Austin	444-4747	M
Hudson's on the Bend	Austin	266-1369	M
Newport's Seafood	Austin	472-3474	M
Riverside Cafe	Austin	478-4500	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. NE
Time: 10-20 min.
Taxi: $5.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $39.00
Budget: $42.00
Dollar: $32.00
Hertz: $43.00

BALTIMORE, MD.

VITAL STATISTICS

Population: 2,367,400
Households: 866,500
Median Age: 33.1
Total EBI: $31,205,367,000
Median Hshld. EBI: $29,490
Total Retail Sales: $15,959,646,000
Buying Power Index: .9923
Chamber of Commerce: 825-6200
Convention & Visitors Bureau: 800-343-3468/659-7300
Telephone Area Code: 301

MEAL & LODGING COSTS

Avg. Daily Lodging: $114.45
Meals: B-$7.23
L-$9.84
D-$21.98

PER DIEM
Total: $153.50
Index: 113

TAX RATES
Meals: 5.0%
Lodging: 12.0%

BALTIMORE(cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brookshire	Baltimore	625-1300	$109-149
Columbia Inn	Columbia	730-3900	$105-135
Cross Keys Inn	Baltimore	532-6900	$85-105
Embassy Suites	Hunt Valley	584-1400	$119-139
Guest Quarters-Airport	Linthicum	850-0747	$115-145
Hilton Inn	Annapolis	268-7555	$109-219
Hilton Inn	Pikesville	653-1100	$91-106
Holiday Inn-Timonium Plaza	Timonium	252-7373	$70-100
Hyatt Regency	Baltimore	528-1234	$145-175
International Hotel-Airport	Baltimore	859-3300	$99-134
Marriott Inner Harbor	Baltimore	962-0202	$120-130
Marriott's Hunt Valley Inn	Hunt Valley	785-7000	$114-127
Omni International	Baltimore	752-1100	$89-125
Quality Inn-Towson	Towson	825-9190	$55-70
Radisson Annapolis	Annapolis	263-7777	$85-105
Ramada Inn	Annapolis	266-3131	$75-131
Sheraton Inner Harbor	Baltimore	962-8300	$99-180
Tremont Baltimore	Baltimore	576-1200	$65-125
Tremont Plaza	Baltimore	727-2222	$85-115

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Columbia Inn	Columbia	730-3900	$50-100
Embassy Suites	Hunt Valley	584-1400	
Guest Quarters-Airport	Linthicum	850-0747	$89-140
Hyatt Regency Baltimore	Baltimore	528-1234	$85-160
Lord Baltimore	Baltimore	539-8400	
Marriott Hunt Valley Inn	Hunt Valley	785-7000	
Marriott Inner Harbor	Baltimore	962-0202	
Omni International	Baltimore	752-1100	$88-120
Quality Inn-Towson	Towson	825-9190	
Sheraton Inner Harbor	Baltimore	962-8300	
Sheraton Towson	Towson	321-7400	$85-115
Stouffer Harborplace Hotel	Baltimore	547-1200	$85-160
Tremont Plaza	Baltimore	727-2222	$75-115

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brass Elephant	Baltimore	547-8480	M
Cafe des Artistes	Baltimore	664-2200	M
Chez Fernand	Baltimore	752-8030	M
Conrad's	Severna Park	544-3328	M
Conservatory	Baltimore	727-7101	M-E
Danny's	Baltimore	539-1393	M
Hampton's	Baltimore	234-0550	E
*Haussner's	Baltimore	327-8365	M
John Eager Howard Room	Baltimore	547-8220	M
L'Ecole	Baltimore	752-1446	M
Lester's	Annapolis	266-3131	M
Michener's	Baltimore	859-3300	M
Penwick House	Dunkirk	855-5388	M
*Phillips Crab House	Baltimore	289-6821	M
Pimlico	Pikesville	486-6776	M
Prime Rib	Baltimore	539-1804	M-E
Reynolds Tavern	Annapolis	263-6599	M
Rustic Inn	Annapolis	263-2626	M
San Remo	Annapolis	263-0949	M-E
Tio Pepe	Baltimore	539-4675	M
Treaty of Paris	Annapolis	263-2641	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. SW
Time: 20-30 min.
Taxi: $13.00
Limo: $5.00

DAILY AUTO RENTAL

Avis: $41.00
Budget: $52.00
Dollar: $44.00
Hertz: $43.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

BIRMINGHAM, ALA.

VITAL STATISTICS

Population: 934,900
Households: 357,200
Median Age: 33.0
Total EBI: $9,653,194,000
Median Hshld. EBI: $20,245
Total Retail Sales: $5,266,623,000
Buying Power Index: .3295
Chamber of Commerce: 323-5461
Convention & Visitors Bureau: 252-9825
Telephone Area Code: 205

MEAL & LODGING COSTS

Avg. Daily Lodging: $62.25
Meals: B-$5.98
L-$7.56
D-$17.79

PER DIEM

Total: $93.58
Index: 69

TAX RATES

Meals: 7.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Birmingham	879-7400	$65-85
Hilton Birmingham	Birmingham	933-9000	$64-91
Holiday Inn-Airport	Birmingham	591-6900	$53-62
Holiday Inn-Homewood	Homewood	942-2041	$46-70
Holiday Inn-78 East	Birmingham	956-8211	$43-59
Holiday Inn-South	Birmingham	822-4350	$54-71
Journey's End Hotel	Bessemer	424-9780	$34-45
Marriott Courtyard	Homewood	879-0400	$58-66
Mountain Brook Inn	Mountain Brook	870-3100	$59-74
Pickwick Hotel	Birmingham	933-9555	$68-88
Radisson Inn	Birmingham	942-2031	$45-50
Ramada Inn-Airport	Birmingham	591-7900	$51-64
Ramada Inn-Civic Center Plaza	Birmingham	322-1234	$55
Rime Garden Inn (Suites)	Birmingham	951-1200	$70-100
Sheraton Perimeter Park South	Birmingham	967-2700	$69-87
University Inn	Birmingham	933-7700	$43-48

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Birmingham	Birmingham	933-9000	
Ramada Inn-Civic Center Plaza	Birmingham	322-1234	
Wynfrey Hotel at Riverchase	Birmingham	987-1600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Christian's	Birmingham	871-3222	M
Highlands	Birmingham	939-1400	M
Winston's	Birmingham	988-5665	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NE
Time: 15-20 min.
Taxi: $8.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $54.00
Budget: N.A.
Dollar: $37.00
Hertz: $54.00

BOISE, IDAHO

VITAL STATISTICS

Population: 205,900
Households: 78,000
Median Age: 30.6
Total EBI: $2,417,132,000
Median Hshld. EBI: $23,715
Total Retail Sales: $1,270,367,000
Buying Power Index: .0792
Chamber of Commerce: 344-5515
Convention & Visitors Bureau: 800-635-5240/344-7777
Telephone Area Code: 208

MEAL & LODGING COSTS

Avg. Daily Lodging: $67.88
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 5.0%
Lodging: 4.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn	Boise	344-8365	$55-80
Owyhee Plaza Hotel	Boise	343-4611	$39-65
Plaza Suites-Heritage	Boise	375-7666	$40-119
Red Lion Inn-Downtowner	Boise	344-7691	$60-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Red Lion-Riverside	Boise	343-1871	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Peter Schott's	Boise	336-9100	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. SE
Time: 10 min.
Taxi: $8.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $41.00
Budget: $36.00
Dollar: $33.00
Hertz: $51.00

BOSTON-LAWRENCE-SALEM-LOWELL-BROCKTON, MASS.

VITAL STATISTICS

Population: 3,725,500
Households: 1,406,000
Median Age: 33.7
Total EBI: $62,490,620,000
Median Hshld. EBI: $33,558
Total Retail Sales: $32,195,958,000
Buying Power Index: 1.9099
Chamber of Commerce: 227-4500
Convention & Visitors Bureau: 536-4100
Telephone Area Code: 617

MEAL & LODGING COSTS

Avg. Daily Lodging: $151.38
Meals: B-$5.98
L-$10.55
D-$24.91

PER DIEM

Total: $192.82
Index: 142

TAX RATES

Meals: 5.0%
Lodging: 9.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Boston Park Plaza Hotel & Towers	Boston	426-2000	$98-160
Bostonian	Boston	523-3600	$180-250
Charles at Harvard Square	Cambridge	864-1200	$165-245
Copley Plaza	Boston	267-5300	$140-210
Guest Quarters Suite Hotel	Boston	783-0090	$140-185
Hilton-Back Bay	Boston	236-1100	$145-195
Hilton-Lowell	Lowell	452-1200	$78-133
Hyatt Regency	Cambridge	492-1234	$129-205
King's Grant Inn	Danvers	774-6800	$65-90
Lafayette	Boston	451-2600	$160-210
Lenox Hotel	Boston	536-5300	$95-195
Marriott Burlington	Burlington	229-6565	$125-135
Marriott Cambridge	Cambridge	494-6600	$155-180
Marriott Copley Place	Boston	236-5800	$175-215
Marriott Long Wharf	Boston	227-0800	$200-220
Marriott Newton	Newton	969-1000	$75-160
Omni Parker House	Boston	227-8600	$145-200
Quality Inn	Boston	426-1400	$85-110
Royal Sonesta	Cambridge	491-3600	$135-178
Sheraton Boston	Boston	236-2000	$155-250
Sheraton Commander	Cambridge	547-4800	$129-160
Sheraton Tara	Braintree	848-0600	$95-133
Sheraton Tara	Framingham	879-7200	$85-123
Sheraton Tara Hotel & Resort	Danvers	777-2500	$105-164
Westford Regency	Westford	492-8200	$98-106

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Boston Park Plaza Hotel & Towers	Boston	426-2000	$95-160
Charles at Harvard Square	Cambridge	864-1200	
Copley Plaza	Boston	267-5300	$95-180
Fifty-Seven Park Plaza Hotel	Boston	482-1800	$80-105
Guest Quarters Suite Hotel	Boston	783-0090	$130-180
Hilton-Back Bay	Boston	236-1100	
Hilton-Logan Airport	Boston	569-9300	$130-180
Hilton-Lowell	Lowell	452-1200	
Hilton Colonial	Wakefield	[illegible]45-9300	$65-125
Hilton at Dedham Place	Dedham	392-7900	
Hyatt Regency	Cambridge	492-1234	
Lafayette Swissotel	Boston	451-2600	$170-215
Lenox Hotel	Boston	536-5300	$95-195
Marriott Burlington	Burlington	229-6565	
Marriott Cambridge	Cambridge	494-6600	$85-165
Marriott Copley Place	Boston	236-5800	$85-175
Marriott Long Wharf	Boston	227-0800	$160-205
Marriott Newton	Newton	969-1000	
Omni Parker House	Boston	227-8600	
Ritz-Carlton	Boston	536-5700	$125-225
Royal Sonesta	Cambridge	491-3600	
Sheraton Boston	Boston	236-2000	$155-220
Sheraton Needham	Needham	444-1110	$80-130
Sheraton Tara	Braintree	848-0600	
Sheraton Tara Hotel & Resort	Danvers	777-2500	
Vista International	Waltham	890-9455	$165-225
Westin Copley Place	Boston	262-9600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Another Season	Boston	367-0880	M
*Anthony's Pier 4	Boston	423-6363	M-E
Aujourd'Hui	Boston	338-4400	M-E
Bay Tower Room	Boston	723-1666	M-E
Bello-Mondo	Boston	236-5800	M-E
Brandywine	Cambridge	354-1234	M
Cafe Budapest	Boston	266-1979	M-E
Cafe Plaza	Boston	267-5300	M-E
Devon-World Trade Center	Boston	439-5800	M-E
*Durgin-Park	Boston	277-2038	M
Grill 23 & Bar	Boston	542-2255	M
Hammersley's Bistro	Boston	267-6068	M
The Hardcover	Danvers	774-1223	M
Jasper	Boston	523-1126	E
*Jimmy's Harborside	Boston	423-1000	M-E
Julien	Boston	451-1900	M-E
*Legal Seafoods at the Park Plaza Hotel	Boston	783-8084	M
L'Espalier	Boston	262-3023	E
*Locke-Ober Café	Boston	542-1340	M-E
Lyceum	Salem	745-7665	M
Maison Robert	Boston	227-3370	M-E
Le Marquis de Lafayette	Boston	451-2600	E
Michela's	Cambridge	225-3366	M
New Gazelle	Quincy	328-1600	M
*No Name	Boston	338-7539	M
Panache	Cambridge	492-9500	E
Pillar House	Newton	969-6500	M
Rarities	Cambridge	864-1200	E
Restaurant Suntory	Boston	338-2111	M
Ritz-Carlton Dining Room	Boston	536-5700	E
Riverfront	Cambridge	491-3600	M
Rowes Wharf	Boston	439-7000	M-E
Seasons	Boston	523-4119	M-E
Ten Huntington	Boston	424-7429	M
*Union Oyster House	Boston	227-2750	M
White Rainbow	Gloucester	281-0017	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NE
Time: 15-25 min.
Taxi: $10.00
Limo: $5.50

DAILY AUTO RENTAL

Avis: $33.00
Budget: $60.00
Dollar: $49.00
Hertz: $50.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

BRIDGEPORT-STAMFORD-NORWALK-DANBURY, CONN.

VITAL STATISTICS

Population: 830,900
Households: 300,000
Median Age: 36.0
Total EBI: $16,822,724,000
Median Hshld. EBI: $40,537
Total Retail Sales: $8,315,406,000
Buying Power Index: .4938
Chamber of Commerce: 335-3800/359-3220/866-2521/743-5565
Convention & Visitors Bureau: 576-8491/977-4182/854-7825/743-0546
Telephone Area Code: 203

MEAL & LODGING COSTS

Avg. Daily Lodging: $130.92
Meals: B-$5.27
L-$10.61
D-$18.28

PER DIEM

Total: $165.08
Index: 122

TAX RATES

Meals: 7.5%
Lodging: 7.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn Crowne Plaza	Stamford	358-8400	$104-145
Hyatt Regency Greenwich	Old Greenwich	637-1234	$114-169
Marriott Bridgeport	Trumbull	378-1400	$123-169
Marriott Stamford	Stamford	357-9555	$119-139
Sheraton Hotel & Towers	Stamford	967-2222	$79-130
Westin Stamford	Stamford	359-1300	$120-160

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Danbury	Danbury	794-0600	
Holiday Inn Crowne Plaza	Stamford	358-8400	$69-125
Hyatt Regency-Greenwich	Greenwich	637-1234	
Marriott Stamford	Stamford	357-9555	
Sheraton Hotel & Towers	Stamford	967-2222	$75-145
Westin Stamford	Stamford	359-1300	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Carrousel	Stamford	357-9555	M
La Grange	Greenwich	869-7500	M-E
Jean-Louis	Greenwich	622-8450	M
Magnificent J's	Stamford	967-2222	M
Swan Court	Stamford	325-1900	M
Tapestries	Greenwich	629-9204	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. S
Time: 12-15 min.
Taxi: $10.00
Limo: $10.00

DAILY AUTO RENTAL

Avis: $45.00
Budget: $37.00
Dollar: N.A.
Hertz: $45.00

BUFFALO, N.Y.

VITAL STATISTICS

Population: 966,100
Households: 360,000
Median Age: 34.7
Total EBI: $11,281,980,000
Median Hshld. EBI: $24,112
Total Retail Sales: $6,110,235,000
Buying Power Index: .3739
Chamber of Commerce: 852-7100
Convention & Visitors Bureau: 852-7100
Telephone Area Code: 716

MEAL & LODGING COSTS

Avg. Daily Lodging: $87.57
Meals: B-$8.71
L-$11.96
D-$21.16

PER DIEM

Total: $129.40
Index: 96

TAX RATES

Meals: 8.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Buffalo	Buffalo	845-5100	$56-96
Holiday Inn-Airport	Cheektowaga	634-6969	$69-79
Holiday Inn-Gateway	Cheektowaga	896-2900	$54-71
Hyatt Regency Buffalo	Buffalo	856-1234	$99-109
Marriott Buffalo	Amherst	689-6900	$104-114
Ramada Inn-Airport	Buffalo	634-2700	$66-96
Sheraton Airport	Cheektowaga	681-2400	$88-125

BUFFALO(cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Buffalo	Buffalo	845-5100	
Hyatt Regency Buffalo	Buffalo	856-1234	$55
Marriott Buffalo	Amherst	689-6900	
Ramada Renaissance	Buffalo	634-2300	$60-80
Sheraton Airport	Cheektowaga	681-2400	$69-84

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Asa Ransom House	Clarence	759-2315	M
Cloud 9	Amherst	634-8888	M
Coachman's Inn	Clarence	759-6852	M
E.B. Green's	Buffalo	856-1234	M-E
Justine's	Buffalo	845-5100	M
Rue Franklin West	Buffalo	852-4416	M
Salvatore's Italian Gardens	Buffalo	683-7990	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. NE
Time: 20-30 min.
Taxi: $13.00
Limo: $5.00

DAILY AUTO RENTAL

Avis: $44.00
Budget: $42.00
Dollar: $39.00
Hertz: $46.00

BURLINGTON, VT.

VITAL STATISTICS

Population: 135,100
Households: 49,700
Median Age: 29.6
Total EBI: $1,812,087,000
Median Hshld. EBI: $27,890
Total Retail Sales: $1,231,230,000
Buying Power Index: .0631
Chamber of Commerce: 863-3489
Convention & Visitors Bureau: 863-3489
Telephone Area Code: 802

MEAL & LODGING COSTS

Avg. Daily Lodging: $85.58
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 4.0%
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-Redwood	South Burlington	862-6421	$55-80
Holiday Inn	South Burlington	863-6363	$56-77
Howard Johnson	South Burlington	863-5541	$60-81
The Lodge at Bolton Valley	Bolton Valley	434-2131	$70-135
Radisson Hotel	Burlington	658-6500	$79-134
Sheraton Inn	South Burlington	862-6576	$75-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Hotel	Burlington	658-6500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Deja Vu Cafe	Burlington	864-7917	M
Ice House	Burlington	864-1800	M
Pauline's	Burlington	862-1081	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. E
Time: 15 min.
Taxi: $4.30
Limo: N.A.

DAILY AUTO RENTAL

Avis: $48.00
Budget: $42.00
Dollar: $39.00
Hertz: $49.00

CHARLESTON, S.C.

VITAL STATISTICS

Population: 513,600
Households: 176,500
Median Age: 28.8
Total EBI: $4,906,950,000
Median Hshld. EBI: $20,736
Total Retail Sales: $3,053,705,000
Buying Power Index: .1774
Chamber of Commerce: 723-7641
Convention & Visitors Bureau: 577-2510
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: $90.50
Meals: B-$3.92
L-$11.01
D-$21.59

PER DIEM

Total: $127.02
Index: 94

TAX RATES

Meals: 5.0%
Lodging: 2.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Marriott Charleston	Charleston	747-1900	$98-108
Mills House	Charleston	577-2400	$102-130
Ramada Inn	Charleston	744-8281	$45-60

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Kiawah Island Resort	Kiawah Island	768-2121	$125-225
Marriott Charleston	Charleston	747-1900	$49-92
Omni at Charleston Place	Charleston	722-4900	$79-170
Seabrook Island Conference Resort	Seabrook Island	768-1000	
Sheraton Charleston	Charleston	723-3000	
Wild Dunes Resort & Conference Center	Isle of Palms	886-6000	$62-281

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Barbadoes Room	Charleston	577-2400	M
Ferrante's	Charleston	723-3614	M
Le Midi	Charleston	577-5571	M
Morton's	Charleston	722-3600	M
Robert's	Charleston	577-7565	E
Supper at Seven	Mount Pleasant	884-7009	M
The Wine Cellar	Charleston	723-9463	E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. NW
Time: 20 min.
Taxi: $12.00
Limo: $7.00

DAILY AUTO RENTAL

Avis: $35.00
Budget: $59.00
Dollar: N.A.
Hertz: $42.00

CHARLOTTE-GASTONIA-ROCK HILL, N.C.-S.C.

VITAL STATISTICS

Population: 1,113,100
Households: 421,100
Median Age: 32.6
Total EBI: $13,357,970,000
Median Hshld. EBI: $24,634
Total Retail Sales: $8,136,005,000
Buying Power Index: .4567
Chamber of Commerce: 377-6911/864-2621
Convention & Visitors Bureau: 800-231-4646/344-2282
Telephone Area Code: 704

MEAL & LODGING COSTS

Avg. Daily Lodging: $97.22
Meals: B-$7.73
L-$10.71
D-$21.70

PER DIEM

Total: $137.36
Index: 101

TAX RATES

Meals: 7.5%
Lodging: 5.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Charlotte	372-4100	$85-125
Guest Quarters	Charlotte	364-2400	$110-190
Hilton at University Place	Charlotte	547-7444	$76-100
Holiday Inn-Woodlawn	Charlotte	525-8350	$53-71
Marriott-Center City	Charlotte	333-9000	$94-104
Marriott-Executive Park	Charlotte	527-9650	$104-110
Marriott Courtyard	Charlotte	527-5055	$60-68
Royce Hotel	Charlotte	527-8000	$99-109
Sheraton Airport Plaza	Charlotte	392-1200	$86-106

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Charlotte	372-4100	
Hilton at University Place	Charlotte	547-7444	$82-104
Holiday Inn-Woodlawn	Charlotte	525-8350	$55-78
Marriott-City Center	Charlotte	333-9000	$79-109
Marriott-Executive Park	Charlotte	527-9650	
Radisson Plaza	Charlotte	377-0400	$68-97
Sheraton Airport Plaza	Charlotte	392-1200	$75-106

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Jonathan's Uptown	Charlotte	332-3663	M
Lamp Lighter	Charlotte	372-5343	M
Morrocrofts	Charlotte	364-8220	M
Reflections	Charlotte	377-0400	M
La Tache	Charlotte	525-4441	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. W
Time: 10-20 min.
Taxi: $11.00
Limo: $4.00

DAILY AUTO RENTAL

Avis: $35.00
Budget: $59.00
Dollar: $38.00
Hertz: $54.00

CHICAGO, ILL.

VITAL STATISTICS

Population: 6,203,100
Households: 2,303,200
Median Age: 32.9
Total EBI: $87,161,650,000
Median Hshld. EBI: $29,103
Total Retail Sales: $42,741,467,000
Buying Power Index: 2.7058
Chamber of Commerce: 580-6900
Convention & Visitors Bureau: 567-8500

MEAL & LODGING COSTS

Avg. Daily Lodging: $120.32
Meals: B-$7.02
L-$9.08
D-$24.75

PER DIEM

Total: $161.17
Index: 119

VITAL STATISTICS

Telephone Area Code: 312

MEAL & LODGING COSTS

TAX RATES

Meals: 8.0%
Lodging: 10.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Compri Hotel	Schaumburg	605-9222	$95-115
Embassy Suites-O'Hare Airport	Rosemont	699-6300	$132-147
Hilton Inn-Lisle	Lisle	369-0900	$81-97
Hilton Inn-Oak Lawn	Oak Lawn	425-7800	$79-99
Hilton Woodfield	Arlington Heights	394-2000	$99-140
Holiday Inn	Oak Lawn	371-7300	$62-89
Holiday Inn-Oak Lawn	Oak Lawn	425-7900	$66-90
Holiday Inn Crowne Plaza	Lisle	505-1000	$88-113
Holiday Plaza	Matteson	747-3500	$65-85
Hyatt Regency Chicago	Chicago	565-1234	$134-185
Hyatt Regency O'Hare	Rosemont	696-1234	$109-170
Hyatt Regency Woodfield	Woodfield	605-1234	$125-160
McCormick Center	Chicago	791-1900	$99-155
Marriott Chicago	Chicago	836-0100	$168-183
Marriott Courtyard	Arlington Heights	437-3344	$68-82
Marriott Courtyard	Naperville	961-1500	$66-76
Marriott O'Hare	Rosemont	693-4444	$135-153
Marriott Schaumburg	Schaumburg	240-0100	$122-139
Omni Ambassador-East	Chicago	787-7200	$165-205
Palmer House	Chicago	726-7500	$110-190
Radisson Suites	Downers Grove	971-2000	$95-110
Ramada Inn	Naperville	355-3353	$70-95
Ramada O'Hare	Rosemont	827-5131	$85-110
Sofitel O'Hare	Rosemont	678-4488	$145-175
Whitehall	Chicago	944-6300	$165-225

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Allerton Hotel	Chicago	440-1500	$78-99
Ambassador West	Chicago	787-7900	$105-175
Bismarck Hotel	Chicago	236-0123	$55-69
Blackstone Hotel	Chicago	427-4300	$89-139
Congress Hotel of Chicago	Chicago	427-3800	
Continental Hotel	Chicago	944-4100	
Drake Chicago Hotel	Chicago	787-2200	$135-215
Drake Oak Brook Hotel	Oak Brook	574-5700	
Embassy Suites-O'Hare Airport	Rosemont	699-6300	$132-152
Gould Conference Center	Rolling Meadows	640-4300	$60-70
Hickory Ridge Conference Center	Lisle	971-5000	$135-160
Hilton & Towers	Chicago	922-4400	$119-230
Hilton North Shore	Skokie	679-7000	$69-118
Hilton O'Hare	Rosemont	686-8000	$100-150
Hilton Woodfield	Arlington Heights	394-2000	$75-115
Holiday Inn-City Center	Chicago	787-6100	
Holiday Inn-Harvey	Harvey	596-1500	
Holiday Inn-Mart Plaza	Chicago	836-5000	$90-108
Holiday Inn-O'Hare	Rosemont	671-6350	
Holiday Inn-Rolling Meadows	Rolling Meadows	259-5000	
Holiday Inn-Willowbrook	Willowbrook	325-6400	$63-81
Holiday Inn Crowne Plaza	Lisle	505-1000	$59-121
Holiday Plaza	Matteson	747-3500	
Howard Johnson O'Hare Hotel & Conference Center	Schiller Park	671-6000	$60-80
Hyatt Lincolnwood	Lincolnwood	677-1234	$68-88
Hyatt Oak Brook	Oak Brook	573-1234	
Hyatt Regency Chicago	Chicago	565-1234	$160-210
Hyatt Regency O'Hare	Rosemont	696-1234	$135-190
Hyatt Regency Woodfield	Woodfield	605-1234	$108-123
Indian Lakes Resort	Bloomingdale	529-0200	
The Knickerbocker	Chicago	751-8100	$115-187
McCormick Center	Chicago	791-1900	$109-179
Marriott-O'Hare	Rosemont	693-4444	$59-152
Marriott-Oak Brook	Oak Brook	573-8555	$49-137
Marriott-Schaumburg	Schaumburg	240-0100	$65-120
Marriott Chicago	Chicago	836-0100	$115-215
Midland Hotel	Chicago	332-1700	
Nikko Hotel	Chicago	744-1900	$165-225
Nordic Hills Resort & Conference Center	Itasca	773-2750	
Oak Brook Hills Hotel & Conference Center	Oak Brook	850-5555	$85-130
Omni Orrington	Evanston	866-8700	$75-145
Palmer House	Chicago	726-7500	
Quality Inn-Downtown	Chicago	829-5000	$74-94
Radisson-Arlington Heights	Arlington Heights	364-7600	
Radisson Suite O'Hare	Rosemont	678-4000	$70-135
Ramada Inn Northbrook	Northbrook	298-2525	
Ramada O'Hare	Rosemont	827-5131	$65-100
Sheraton Homewood Inn	Homewood	957-1600	$53-70
Sheraton International-O'Hare	Rosemont	297-1234	$85-120
Sheraton North Shore Inn	Northbrook	498-6500	
Sheraton Plaza	Chicago	787-2900	$112-218
Stouffer Hamilton	Itasca	773-4000	$118-168
Swiss Grand Hotel	Chicago	565-0565	$110-160
Westin Chicago	Chicago	943-7200	
Westin O'Hare	Rosemont	698-6000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Alcove	Matteson	747-3500	M
Ambria	Chicago	472-5959	M-E
*Arnie's	Chicago	266-4800	M
Arun's	Chicago	539-1909	M
Ash Manor	Chicago	248-1600	M
*The Bakery	Chicago	472-6942	M
Benchmark	Rosemont	698-1300	M
Benkay	Chicago	744-1900	M-E
*Berghoff	Chicago	427-3170	M
Biggs	Chicago	787-0900	M
Buckingham's	Chicago	922-4400	M-E
*Cafe La Cave	Des Plaines	827-7818	M
Cafe Provencal	Evanston	475-2233	M
Les Celebrities	Chicago	744-1900	M-E
*Cape Cod Room	Chicago	787-2200	M-E
*Carson's The Place for Ribs	Chicago	280-9200	M
Chardonnay	Chicago	477-5130	M
Charlie Trotter's	Chicago	248-6228	M-E
*Chez Paul	Chicago	944-6680	M
Ciel Bleu	Chicago	951-2864	M-E
*Como Inn	Chicago	421-5222	M
Cricket's	Chicago	751-1900	M-E
Eli's, the Place for Steak	Chicago	642-1393	M
Entre Nous	Chicago	565-7997	M
L'Escargot on Halsted	Chicago	525-5522	M-E
Everest Room	Chicago	663-8920	M-E
*Gene & Georgetti	Chicago	527-3718	M
Gordon	Chicago	467-9780	M
Jackie's	Chicago	880-0003	M
Jean Claude	Chicago	525-1800	M
Jimmy's Place	Chicago	539-2999	M
*Lawry's The Prime Rib	Chicago	787-5000	M
Mandar-Inn	Chicago	842-4014	M
*Morton's	Chicago	266-4820	M
*Nick's Fishmarket	Chicago	621-0200	M-E
Ninety-Fifth	Chicago	787-9596	M-E
Le Perroquet	Chicago	944-7990	E
Philander's	Oak Park	848-4250	M
Les Plumes	Chicago	525-0121	M
Portico	Rosemont	827-5131	M
Printer's Row	Chicago	461-0780	M
*The Pump Room	Chicago	266-0360	M
Ritz-Carlton Dining Room	Chicago	227-5866	M-E
Sage's Sages	Arlington Heights	593-6200	M
San Tropez	Chicago	327-1100	M
*Shaw's Crab House	Chicago	527-2722	M
*Spiaggia	Chicago	280-2750	M-E
La Strada	Chicago	565-2200	M
Suntory	Chicago	664-3344	E
Sweet Basil's	Naperville	357-1050	M
Le Titi De Paris	Arlington Heights	506-0222	M
La Tour	Chicago	280-2222	M-E
Tower Garden	Skokie	673-4450	M
Walter's	Park Ridge	825-2240	M
Whitney's	Oak Lawn	425-6000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: O'Hare-18 mi. NW
Midway-10 mi. SW
Time: O'Hare-45-65 min.
Midway-25-40 min.
Taxi: O'Hare-$19.50
Midway-$13.50
Limo: O'Hare-$9.75
Midway-$7.50

DAILY AUTO RENTAL

Avis: $54.00
Budget: $68.00
Dollar: $39.00
Hertz: $56.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

CINCINNATI, OHIO

VITAL STATISTICS

Population: 1,442,700
Households: 547,200
Median Age: 32.3
Total EBI: $18,008,429,000
Median Hshld. EBI: $25,388
Total Retail Sales: $9,968,101,000
Buying Power Index: .5925
Chamber of Commerce: 579-3100
Convention & Visitors Bureau: 800-543-2613/621-2142
Telephone Area Code: 513 (Ohio); 606 (Kentucky)

MEAL & LODGING COSTS

Avg. Daily Lodging: $86.74
Meals: B-$6.47
L-$11.37
D-$20.35

PER DIEM

Total: $124.93
Index: 92

TAX RATES

Meals: 5.5%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Carrousel Inn	Cincinnati	821-5110	$56-90
Clarion Hotel	Cincinnati	352-2100	$76-120
Drawbridge Inn	Fort Mitchell, KY	341-2800	$37-85
Harley Hotel	Cincinnati	793-4300	$68-86

CINCINNATI(cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Commonwealth	Fort Mitchell, KY	371-4400	$58-83
Hilton Inn	Sharonville	563-8330	$55-110
Hilton Terrace	Cincinnati	381-4000	$79-159
Holiday Inn-Eastgate	Cincinnati	752-4400	$59-69
Holiday Inn-North	Cincinnati	771-0700	$64-82
Hyatt Regency	Cincinnati	579-1234	$135-160
Marriott Cincinnati	Cincinnati	772-1720	$94-116
Marriott Courtyard	Blue Ash	733-4334	$62-70
Omni Netherland Plaza	Cincinnati	421-9100	$100-160
Quality Hotel Central	Cincinnati	351-6000	$53-64
Quality Inn-Riverview	Covington, KY	491-1200	$53-64
Rodeway Inn	Cincinnati	825-3129	$38-65
Sheraton Springdale	Springdale	671-6600	$68-82
Vernon Manor	Cincinnati	281-3300	$58-104
Westin Cincinnati	Cincinnati	621-7700	$109-205

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Carrousel Inn	Cincinnati	821-5110	
Clarion Hotel	Cincinnati	352-2100	$70-110
Drawbridge Inn	Fort Mitchell, KY	341-2800	$37-80
Hilton Commonwealth	Florence, KY	371-4400	$63-88
Hilton Inn	Sharonville	563-8330	$55-110
Holiday Inn-Eastgate	Cincinnati	752-4400	
Hyatt Regency	Cincinnati	579-1234	$95-184
Kings Island Inn & Conference Center	Mason	241-5800	$48-105
Marriott Cincinnati	Cincinnati	772-1720	
Omni Netherland Plaza	Cincinnati	421-9100	
Sheraton Springdale	Springdale	671-6600	$72-96
Westin Cincinnati	Cincinnati	621-7700	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Benjamin's	Cincinnati	621-2225	M
Brandywine Inn	Monroe	539-8911	M
Celestial	Cincinnati	241-4455	M
Chester's Road House	Cincinnati	793-8700	M
Conservatory	Covington, KY	491-6400	M
Delmonico's	Cincinnati	621-7700	M
Grand Finale	Cincinnati	771-5925	M
Heritage Restaurant	Cincinnati	561-9300	M
Iron Horse Inn	Glendale	771-2050	M
J's	Cincinnati	871-2888	M
*Maisonette	Cincinnati	721-2260	M
Orchids	Cincinnati	421-9100	M-E
The Palace	Cincinnati	381-6006	M-E
Pigall's	Cincinnati	721-1345	M
Riverview Room	Covington, KY	491-5300	M
Top of the Crown	Cincinnati	352-2160	M
The Waterfront	Covington, KY	581-1414	M
Windjammer	Cincinnati	771-3777	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. SW
Time: 20-30 min.
Taxi: $20.00
Limo: $8.00

DAILY AUTO RENTAL

Avis: $43.00
Budget: $49.00
Dollar: $36.00
Hertz: $48.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

CLEVELAND, OHIO

VITAL STATISTICS

Population: 1,853,900
Households: 723,300
Median Age: 34.3
Total EBI: $23,343,482,000
Median Hshld. EBI: $25,214
Total Retail Sales: $12,990,892,000
Buying Power Index: .7683
Chamber of Commerce: 621-3300
Convention & Visitors Bureau: 800-321-1001/621-4110
Telephone Area Code: 216

MEAL & LODGING COSTS

Avg. Daily Lodging: $90.31
Meals: B-$4.90
L-$9.35
D-$23.55

PER DIEM

Total: $128.11
Index:

TAX RATES

Meals: 7.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
The Clinic Center Hotel	Cleveland	791-1900	$87-108
Harley Hotel-South	Independence	524-0700	$72-80
Hilton-South	Independence	447-1300	$69-131
Holiday Inn-Independence	Independence	524-8050	$59-97
Holiday Inn-Lakeside	Cleveland	241-5100	$75-95
Holiday Inn-Richfield	Richfield	659-6151	$55-79
Honors Hotel	Beachwood	765-1900	$68-81
Marriott-Airport	Cleveland	252-5333	$92-109
Marriott-East	Beachwood	464-5950	$97-118
Ramada Inn-Southeast	Bedford	439-2500	$55-60
Sheraton Airport	Cleveland	267-1500	$79-135
Sheraton Beachwood	Beachwood	831-5150	$72-92
Stouffer Tower City Plaza	Cleveland	696-5600	$114-169

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bond Court	Cleveland	771-7600	
Harley Hotel-South	Independence	524-0700	$60-65
Harley Hotel-West	Middleburg Heights	243-5200	
Hilton-South	Independence	447-1300	$59-86
Holiday Inn-Airport	Cleveland	267-1700	$41-52
Holiday Inn-Hopkins Int'l.	Middleburg Heights	243-4040	
Holiday Inn-Independence	Independence	524-8050	
Hollenden House	Cleveland	621-0700	
Marriott-Airport	Cleveland	252-5333	
Marriott-East	Beachwood	464-5950	$55-80
Sheraton Airport	Cleveland	267-1500	$69-129
Stouffer Tower City Plaza	Cleveland	696-5600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chez Voisin	Bedford Heights	831-6626	M-E
Classics	Cleveland	791-1300	M-E
French Connection	Cleveland	696-5600	M
Glass Garden	Westlake	835-5010	M-E
Ristorante Giovanni	Beachwood	831-8625	M-E
Sammy's	Cleveland	523-5560	M
Samurai Japanese Steak House	Beachwood	464-7575	M
Wintergarten	Cleveland	252-5333	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. SW
Time: 20-40 min.
Taxi: $16.00
Limo: $16.00

DAILY AUTO RENTAL

Avis: $46.00
Budget: $53.00
Dollar: $42.00
Hertz: $50.00

COLORADO SPRINGS, COLO.

VITAL STATISTICS

Population: 400,000
Households: 149,900
Median Age: 29.5
Total EBI: $4,439,261,000
Median Hshld. EBI: $22,453
Total Retail Sales: $2,573,497,000
Buying Power Index: .1520
Chamber of Commerce: 635-1551
Convention & Visitors Bureau: 800-88VISIT/635-7506
Telephone Area Code: 719

MEAL & LODGING COSTS

Avg. Daily Lodging: $81.70
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 7.5%
Lodging: 2.0%

HOTELS/MOTELS

Best Western Raintree Inn	Colorado Springs	597-7000	$60-75
Embassy Suites	Colorado Springs	599-9100	$83-116
Hilton Inn	Colorado Springs	598-7656	$61-97
Red Lion Inn	Colorado Springs	576-8900	$60-120
Sheraton Inn	Colorado Springs	598-5770	$60-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Antlers Hotel	Colorado Springs	473-5600	
The Broadmoor	Colorado Springs	634-7711	$80-200
Cheyenne Mountain Inn	Colorado Springs	576-4600	
Clarion Hotel	Colorado Springs	576-5900	$60-85
Marriott Colorado Springs	Colorado Springs	260-1800	$49-98
Red Lion Inn	Colorado Springs	576-8900	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*The Broadmoor Dining Room	Colorado Springs	634-7711	M-E
London Grill	Colorado Springs	473-5600	M
Penrose Room	Colorado Springs	634-7711	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SE
Time: 15-20 min.
Taxi: $9.50
Limo: $5.50

DAILY AUTO RENTAL

Avis: $30.00
Budget: $45.00
Dollar: $27.00
Hertz: $35.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

COLUMBIA, S.C.

VITAL STATISTICS

Population: 465,800
Households: 170,100
Median Age: 30.1
Total EBI: $5,545,524,000
Median Hshld. EBI: $24,497
Total Retail Sales: $2,896,195,000
Buying Power Index: .1812
Chamber of Commerce: 733-1110
Convention & Visitors Bureau: 723-7641
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: $69.42
Meals: B-$7.01
L-$9.53
D-$21.42

PER DIEM
Total: $107.38
Index: 79

TAX RATES
Meals: 5.0%
Lodging: 2.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-Airport	West Columbia	794-9440	$49-66
Holiday Inn-Northeast	Columbia	736-3000	$54-73
Marriott Columbia	Columbia	771-7000	$89-99
Ramada Inn	Columbia	736-5600	$52-58
Sheraton Hotel & Convention Center	Columbia	731-0300	$49-72
The Whitney	Columbia	252-0845	$70-102

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Columbia	252-8700	$60-84
Marriott Columbia	Columbia	771-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Petite Chateau	Columbia	782-7231	M
Pierre's	Columbia	787-7508	M
Vernique's	Columbia	771-7000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 10-15 min.
Taxi: $10.00
Limo: $5.25

DAILY AUTO RENTAL

Avis: $40.00
Budget: $39.00
Dollar: N.A.
Hertz: $40.00

COLUMBUS, OHIO

VITAL STATISTICS

Population: 1,334,900
Households: 517,100
Median Age: 31.4
Total EBI: $15,944,059,000
Median Hshld. EBI: $23,681
Total Retail Sales: $9,234,114,000
Buying Power Index: .5371
Chamber of Commerce: 327-1566
Convention & Visitors Bureau: 800-821-5784/ 322-1613
Telephone Area Code: 614

MEAL & LODGING COSTS

Avg. Daily Lodging: $92.86
Meals: B-$6.37
L-$7.34
D-$20.56

PER DIEM
Total: $127.13
Index: 94

TAX RATES
Meals: 5.5%
Lodging: 11.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Concourse Airport Hotel	Columbus	237-2515	$64-86
Embassy Suites	Columbus	890-8600	$98-113
Great Southern Hotel	Columbus	228-3800	$71-81
Harley Hotel	Columbus	888-4300	$61-78
Hilton Inn-East	Columbus	868-1380	$60-100
Hyatt on Capitol Square	Columbus	228-1234	$109-155
Hyatt Regency	Columbus	463-1234	$99-145
Lenox Inn	Columbus	861-7800	$36-56
Marriott-East	Columbus	861-7220	$83-96
Marriott-North	Columbus	885-1885	$105-115
Pickett Suites	Columbus	228-4600	$114-129
Radisson	Columbus	846-0300	$74-89
Radisson Airport	Columbus	475-7551	$75-90
Stouffer Dublin	Dublin	764-2200	$99-119

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Columbus	890-8600	
Hilton East	Columbus	868-1382	
Hilton Inn-North	Columbus	436-0700	$50-68
Hilton Inn-University	Columbus	267-7461	
Holiday Inn-Columbus Hotel & Conference Center	Columbus	431-1172	
Hyatt on Capitol Square	Columbus	228-1234	
Hyatt Regency	Columbus	463-1234	$54-150
Marriott-East	Columbus	861-7220	$49-84
Marriott-North	Columbus	885-1885	
Radisson	Columbus	846-0300	$55-75

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Gourmet Market	Columbus	486-1114	M-E
Mario's Internationale	Columbus	221-3850	M
Peppercorn Duck Club	Columbus	463-1234	M
The Refectory	Columbus	451-9774	M
Worthington Inn Dining Room	Worthington	885-2600	M
Ziggy's	Columbus	488-0605	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. E
Time: 25 min.
Taxi: $10.50
Limo: $5.25

DAILY AUTO RENTAL

Avis: $45.00
Budget: $40.00
Dollar: $39.00
Hertz: $48.00

DALLAS, TEXAS

VITAL STATISTICS

Population: 2,476,200
Households: 934,800
Median Age: 31.0
Total EBI: $33,436,603,000
Median Hshld. EBI: $26,963
Total Retail Sales: $18,838,067,000
Buying Power Index: 1.0901
Chamber of Commerce: 746-6600
Convention & Visitors Bureau: 746-6677
Telephone Area Code: 214; 817 (Denton only)

MEAL & LODGING COSTS

Avg. Daily Lodging: $108.31
Meals: B-$6.20
L-$10.66
D-$24.69

PER DIEM
Total: $149.86
Index: 111

TAX RATES
Meals: 8.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Aristocrat Hotel	Dallas	741-7700	$65-150
Bristol Suites	Dallas	233-7600	$105-250
Colony Parke Hotel	Dallas	750-6060	$76-96
Doubletree at Campbell Center	Dallas	691-8700	$87-120
Doubletree at Lincoln Center	Dallas	934-8400	$105-155
Embassy Suites	Irving	790-0093	$99-119
Embassy Suites-Love Field	Dallas	357-4500	$95-115
Harvey Hotel-Addison	Addison	980-8877	$100-125
Harvey Hotel-Dallas	Dallas	960-7000	$89-104
Harvey Hotel-DFW Airport	Irving	929-4500	$110-150
Harvey Hotel-Plano	Plano	578-8555	$79-104
Hilton-Dallas Parkway	Dallas	661-3600	$67-117
Hilton-DFW Airport	Grapevine	481-8444	$89-135
Hilton & Towers-Richardson	Richardson	644-4000	$74-124
Hilton Inn	Dallas	827-4100	$69-124
Holiday Inn-Crowne Plaza	Dallas	385-9000	$49-109
Holiday Inn-DFW Airport South	Irving	399-1010	$75-101
Hyatt Regency	Dallas	651-1234	$145-170
Loews Anatole	Dallas	748-1200	$110-170
Marriott-DFW Airport	Irving	929-8800	$105-150
Marriott-Market Center	Dallas	748-8551	$89-110
Marriott-Park Central	Dallas	233-4421	$89-109
Marriott Quorum	Dallas	661-2800	$99-125
Omni Melrose	Dallas	521-5151	$105-130
Park Suite	Dallas	234-3300	$85-115
Radisson Hotel Stemmons	Dallas	351-4477	$71-110
The Regent	Dallas	630-7000	$69-99
Sheraton-Dallas	Dallas	922-8000	$99-140
Sheraton-Denton	Denton	565-8499	$52-76
Sheraton Grand-DFW	Irving	929-8400	$75-125
Sheraton Park Central	Dallas	385-3000	$90-150
Stoneleigh	Dallas	871-7111	$82-120
Stouffer Dallas	Dallas	631-2222	$59-139
Summit	Dallas	243-3363	$69-105
Westin Hotel	Dallas	934-9494	$125-190

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adolphus Hotel	Dallas	742-8200	
Airport Inn-DFW	Irving	579-8911	
Bristol Suites	Dallas	233-7600	$95-120
Clarion Hotel	Dallas	630-7000	$64-94
Crescent Court Hotel	Dallas	871-0303	
Doubletree at Campbell Center	Dallas	691-8700	
Doubletree at Lincoln Center	Dallas	934-8400	$80-110
Embassy Suites-Airport South	Irving	790-0093	
Executive Inn & Conference Center	Dallas	357-5601	$54-74
Fairmont Hotel	Dallas	720-2020	
Four Seasons Hotel	Irving	717-0700	
Grand Kempinski	Dallas	386-6000	$75-105
Harvey Hotel-Addison	Addison	980-8877	$65-90
Harvey Hotel-Dallas	Dallas	960-7000	$65-80
Harvey Hotel-DFW Airport	Irving	929-4500	$75-95
Harvey Hotel-Plano	Plano	578-8555	$60-85
Hilton-Dallas Parkway	Dallas	661-3600	

DALLAS(cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-DFW Airport	Grapevine	481-8444	$148-198
Hilton Hotel-Dallas	Dallas	747-7000	
Hilton Inn	Dallas	827-4100	$69-109
Holiday Inn-Crowne Plaza	Dallas	385-9000	$65-90
Holiday Inn-DFW Airport North	Irving	929-8181	$54-80
Holiday Inn-DFW Airport South	Irving	399-1010	$60-86
Hyatt Regency	Dallas	651-1234	
Hyatt Regency DFW	Grapevine	453-8400	$79-119
Loews Anatole	Dallas	748-1200	
Marriott-DFW Airport	Irving	929-8800	$79-119
Marriott-Park Central	Dallas	233-4421	$50-100
Marriott Mandalay at Las Colinas	Irving	556-0800	$90-135
Marriott Quorum	Dallas	661-2800	
Plaza of the Americas Hotel	Dallas	747-7222	
Sheraton-Dallas	Dallas	922-8000	
Sheraton Grand-DFW	Irving	929-8400	$49-105
Sheraton LBJ Northeast	Dallas	341-5400	$45-65
Sheraton Mockingbird West	Dallas	634-8850	
Sheraton Park Central	Dallas	385-3000	$79-105
Stouffer-Market Center	Dallas	631-2222	
Summit	Dallas	243-3363	
Westin Galleria	Dallas	934-9494	$60-135

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beau Nash	Dallas	871-3240	M
Cafe Royal	Dallas	953-1103	M
Dakota's	Dallas	740-4001	M-E
Enclave	Dallas	363-7487	M
Enjolie	Irving	556-0800	M
L'Entrecote	Dallas	748-1200	M-E
*French Room	Dallas	742-8200	M-E
Huntington Grill	Dallas	851-2882	M
*Mansion on Turtle Creek	Dallas	559-2100	M-E
Mario's	Dallas	521-1135	M
Old Warsaw	Dallas	528-0032	E
Plum Blossom	Dallas	748-1200	M-E
Pyramid Room	Dallas	720-2020	M-E
Riviera	Dallas	351-0094	E
Routh Street Cafe	Dallas	871-7161	E
San Simeon	Dallas	871-7373	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 21 mi. NW
Time: 25-40 min.
Taxi: $20.00
Limo: $9.00

DAILY AUTO RENTAL

Avis: $45.00
Budget: $45.00
Dollar: $31.00
Hertz: $46.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

DAYTON-SPRINGFIELD, OHIO

VITAL STATISTICS

Population: 940,000
Households: 365,100
Median Age: 32.9
Total EBI: $11,480,152,000
Median Hshld. EBI: $24,575
Total Retail Sales: $5,975,710,000
Buying Power Index: .3728
Chamber of Commerce: 226-1444/325-7621
Convention & Visitors Bureau: 226-8248/325-7621
Telephone Area Code: 513

MEAL & LODGING COSTS

Avg. Daily Lodging: $95.00
Meals: B-$5.32
L-$5.93
D-$14.85

PER DIEM

Total: $121.10
Index: 89

TAX RATES

Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Daytonian	Dayton	461-4700	$60-99
Holiday Inn-Dayton Mall	Miamisburg	434-8030	$73-90
Holiday Inn-I-675	Fairborn	426-7800	$74-90
Marriott Dayton	Dayton	223-1000	$92-108
Pickett Suite Inn	Dayton	436-2400	$66-150
Stouffer Center Plaza	Dayton	224-0800	$99-139

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bergamo Center	Dayton	426-2363	$17-27
Hilton Daytonian	Dayton	461-4700	$60-99
Holiday Inn-Dayton Mall	Miamisburg	434-8030	
Marriott Dayton	Dayton	223-1000	$86-108
Radisson Inn	Dayton	278-5711	$50-65
Ramada Inn-South	Miamisburg	866-6261	$48-85

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Auberge	Kettering	299-5536	M
Benham's	Dayton	228-7041	M
King Cole	Dayton	222-6771	M
Peerless Mill Inn	Miamisburg	866-5968	M
Top of the Plaza	Dayton	224-0800	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12.5 mi. N
Time: 20-25 min.
Taxi: $13.50
Limo: $7.00

DAILY AUTO RENTAL

Avis: $48.00
Budget: $41.00
Dollar: $44.00
Hertz: $49.00

DENVER, COLO.

VITAL STATISTICS

Population: 1,684,500
Households: 671,600
Median Age: 31.4
Total EBI: $22,765,998,000
Median Hshld. EBI: $27,791
Total Retail Sales: $11,641,766,000
Buying Power Index: .7206
Chamber of Commerce: 534-3211
Convention & Visitors Bureau: 892-1112
Telephone Area Code: 303

MEAL & LODGING COSTS

Avg. Daily Lodging: $104.79
Meals: B-$6.69
L-$9.52
D-$19.91

PER DIEM

Total: $140.91
Index: 104

TAX RATES

Meals: 7.0%
Lodging: 11.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Burnsley Hotel	Denver	830-1000	$95-135
Clarion-Southeast	Englewood	790-7770	$54-87
Doubletree Hotel	Aurora	337-2800	$90-135
Embassy Suites-Airport	Denver	375-0400	$95-105
Embassy Suites-Downtown	Denver	297-8888	$99-119
Embassy Suites-Tech Center	Englewood	792-0433	$89-104
Hilton-South	Denver	779-6161	$75-102
Hyatt Regency-Tech Center	Denver	779-1234	$88-130
Marriott-City Center	Denver	297-1300	$80-140
Marriott-Denver West	Golden	279-9100	$54-102
Marriott-Southeast	Denver	758-7000	$112
Sheraton Denver Airport	Denver	333-7711	$65-115
Sheraton Hotel & Conference Center	Lakewood	987-2000	$89-99
Sheraton Tech Center	Denver	779-1100	$82-130
Stouffer Concourse	Denver	399-7500	$98-155
The Warwick	Denver	861-2000	$94-134
Westin Tabor Center	Denver	572-9100	$125-175

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Brown Palace	Denver	297-3111	$89-99
Doubletree Hotel at Heather Ridge	Aurora	337-2800	$65-89
Embassy Suites Airport	Denver	375-0400	$79-85
Executive Tower Inn	Denver	571-0300	$65-85
Hilton-Denver Airport	Denver	373-5730	
Hilton-Denver South	Englewood	779-6161	$50-102
Holiday Inn-Downtown	Denver	573-1450	$55-88
Holiday Inn-I 70	Denver	371-9494	
Holiday Inn-Southeast	Englewood	790-1421	$49-60
Hyatt Regency-Denver	Denver	295-1200	$103-140
Hyatt Regency-Tech Center	Denver	779-1234	
Marriott-City Center	Denver	297-1300	$94-134
Marriott-Denver West	Golden	279-9100	$45-104
Marriott-Southeast	Denver	758-7000	$48-116
Radisson Hotel Denver	Denver	893-3333	$75-100
Radisson Hotel Denver South	Denver	799-6200	$72-115
Raffles Hotel	Aurora	695-1700	
Regency Hotel	Denver	458-0808	
Registry Hotel	Denver	321-3333	
Scanticon	Denver	740-8300	
Sheraton Hotel & Conference Center	Lakewood	987-2000	$73-83
Sheraton Tech Center	Denver	779-1100	
Stapleton Plaza Hotel	Denver	321-3500	$50-86
Stouffer Concourse	Denver	399-7500	
Westin Tabor Center	Denver	572-9100	$125-175
Writer's Manor	Denver	756-8877	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*The Broker	Denver	292-5065	M
Cafe Giovanni	Denver	825-6555	M
Chaparral	Denver	758-7000	M
Chateau Pyrenees	Denver	770-6660	M
Normandy French Restaurant	Denver	321-3311	M
Palace Arms	Denver	297-3111	M
Rattlesnake Club	Denver	573-8900	M
Tante Louise	Denver	355-4488	M
Wellshire Inn	Denver	759-3333	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. NE
Time: 20-30 min.
Taxi: $8.50
Limo: $5.00

DAILY AUTO RENTAL

Avis: $44.00
Budget: $45.00
Dollar: $39.00
Hertz: $45.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

DES MOINES, IOWA

VITAL STATISTICS

Population: 389,100
Households: 157,700
Median Age: 32.2
Total EBI: $4,988,424,000
Median Hshld. EBI: $24,465
Total Retail Sales: $2,834,303,000
Buying Power Index: .1647
Chamber of Commerce: 286-4972
Convention & Visitors Bureau: 286-4960
Telephone Area Code: 515

MEAL & LODGING COSTS

Avg. Daily Lodging: $68.30
Meals: B-$5.39
L-$6.69
D-$15.39

PER DIEM

Total: $95.77
Index: 71

TAX RATES

Meals: 4.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adventureland Inn	Des Moines	265-7321	$45-75
Executive Inn	West Des Moines	225-1144	$39-57
Fort Des Moines	Des Moines	243-1161	$74-102
Hilton-Airport	Des Moines	287-2400	$60-85
Holiday Inn-South	Des Moines	283-1711	$55-85
Holiday Inn-University Park	West Des Moines	223-1800	$70-98
Marriott Des Moines	Des Moines	245-5500	$52-150
Ramada Inn	Des Moines	265-5671	$32-40
Savery Hotel & Spa	Des Moines	244-2151	$45-80
Sheraton Inn	Des Moines	278-5575	$55-67

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Airport	Des Moines	287-2400	
Marriott Des Moines	Des Moines	245-5500	
Ramada-Airport	Des Moines	285-1234	
Savery Hotel & Spa	Des Moines	244-2151	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Guido's	Des Moines	284-1272	M
Metz	Des Moines	246-1656	M
Quenelles	Des Moines	245-5500	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5.5 mi. SW
Time: 10-15 min.
Taxi: $7.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $40.00
Budget: $41.00
Dollar: $35.00
Hertz: $46.00

DETROIT, MICH.

VITAL STATISTICS

Population: 4,396,400
Households: 1,625,700
Median Age: 32.2
Total EBI: $56,788,300,000
Median Hshld. EBI: $27,580
Total Retail Sales: $30,775,120,000
Buying Power Index: 1.8451
Chamber of Commerce: 964-4000
Convention & Visitors Bureau: 259-4333
Telephone Area Code: 313

MEAL & LODGING COSTS

Avg. Daily Lodging: $96.86
Meals: B-$6.53
L-$10.17
D-$22.35

PER DIEM

Total: $135.91
Index: 100

TAX RATES

Meals: 4.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Berkshire Hotel	Southfield	356-4333	$90-95
Best Western Greenfield Inn	Allen Park	271-1600	$55-67
Best Western Van Dyke Park	Warren	939-2860	$96-140
Days Inn-Metro Airport	Romulus	729-9000	$59-81
Embassy Suites	Southfield	350-2000	$122-140
Georgian Inn	Roseville	294-0400	$53-74
Hilton Inn	Troy	583-9000	$79-129
Hilton Inn-Airport	Romulus	292-3400	$94-119
Hilton Inn-Northfield	Troy	879-2100	$104-147
Hilton Novi	Novi	349-4000	$98-165
Hilton Southfield	Southfield	557-4800	$45-95
Holiday Inn-Dearborn	Dearborn	278-4800	$61-77
Holiday Inn-Fairlane	Detroit	336-3340	$76-86
Holiday Inn-Farmington	Farmington Hills	477-4000	$74-90
Holiday Inn-Livonia West	Livonia	464-1300	$70-90
Holiday Inn-Metro Airport	Romulus	728-2800	$79-112
Holiday Inn-Southfield	Southfield	353-7700	$62-90
Holiday Inn-Troy	Troy	689-7500	$72-89
Hyatt Regency-Dearborn	Dearborn	593-1234	$125-170
Marriott-Airport	Detroit	941-9400	$110
Marriott Courtyard	Dearborn	271-1400	$70-80
Marriott Courtyard-Livonia	Livonia	462-2000	$69-79
Marriott Courtyard-Southfield	Southfield	358-1222	$69-79
Marriott Courtyard-Troy	Troy	528-2800	$69-92
Marriott Courtyard-Warren	Warren	751-5777	$69-79
Michigan Inn	Southfield	559-6500	$79-126
Omni International	Detroit	222-7700	$135-180
Pontchartrain	Detroit	965-0200	$125-160
Radisson Plaza	Southfield	827-4000	$120-175
Ramada Inn-Romulus	Romulus	729-6300	$78-88
Ramada Inn-Southfield	Southfield	355-2929	$77-87
River Crab Motel	St. Clair	329-2236	$47-62
Sheraton Oaks	Farmington	348-5000	$88-98
Somerset Inn	Troy	643-7800	$103-135
The Sterling	Sterling Heights	979-1400	$71-95
Westin Renaissance Center	Detroit	568-8000	$110-190

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Guest Quarters	Troy	879-7500	$89-139
Hilton-Airport	Romulus	292-3400	
Hilton Inn-Plymouth	Plymouth	459-4500	$50-100
Hilton Inn	Troy	583-9000	
Hilton Novi	Novi	349-4000	$55-155
Hilton Southfield	Southfield	557-4800	$45-95
Holiday Inn-Fairlane	Detroit	336-3340	$71-79
Holiday Inn-Livonia West	Livonia	464-1300	
Hyatt Regency-Dearborn	Dearborn	593-1234	
Lyon Meadows Conf. Center	New Hudson	486-2400	
Marriott Dearborn Inn	Dearborn	271-2700	$95-125
Michigan Inn	Southfield	559-6500	$59-99
Omni International	Detroit	222-7700	$85-125
Pontchartrain Hotel	Detroit	965-0200	$80-160
Ramada Inn-Romulus	Romulus	729-6300	$40-75
Sheraton Oaks	Farmington	348-5000	$55-80
Westin Renaissance Center	Detroit	568-8000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brasserie Duglass	Detroit	424-9244	M
Caucus Club	Detroit	965-4970	M
Chambertin	Dearborn	278-6900	M
Chez Raphael	Novi	348-5555	M-E
Golden Mushroom	Southfield	559-4230	M-E
*Joe Muer's	Detroit	567-1088	M
London Chop House	Detroit	962-6735	E
Opus One	Detroit	961-7766	M
Van Dyke Place	Detroit	821-2620	M-E
The Whitney	Detroit	832-5701	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 19 mi. SW
Time: 30-45 min.
Taxi: $28.00
Limo: $11.00

DAILY AUTO RENTAL

Avis: $56.00
Budget: $60.00
Dollar: $56.00
Hertz: $60.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

EL PASO, TEXAS

VITAL STATISTICS

Population: 579,900
Households: 174,100
Median Age: 27.9
Total EBI: $4,585,152,000
Median Hshld. EBI: $18,606
Total Retail Sales: $2,687,880,000
Buying Power Index: .1708
Chamber of Commerce: 534-0500
Convention & Visitors Bureau: 534-0696
Telephone Area Code: 915; 505 (New Mexico)

MEAL & LODGING COSTS

Avg. Daily Lodging: $93.00
Meals: B-$6.28
L-$10.03
D-$19.40

PER DIEM

Total: $128.71
Index: 95

TAX RATES

Meals: 6.25%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	El Paso	779-6222	$89-109
Hilton-Airport	El Paso	778-4241	$79-99
Marriott El Paso	El Paso	779-3300	$83-115
Sheraton Park Place	El Paso	533-8241	$58-72
Westin Paso Del Norte	El Paso	534-3000	$78-148

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Airport	El Paso	778-4241	$65-80
Marriott El Paso	El Paso	779-3300	$56-115

EL PASO (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Billy Crews	Santa Teresa, NM	589-2071	M
Dome Grill	El Paso	534-3010	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. E
Time: 15 min.
Taxi: $14.00
Limo: $9.00

DAILY AUTO RENTAL

Avis: $48.00
Budget: $45.00
Dollar: $39.00
Hertz: $49.00

FORT LAUDERDALE-HOLLYWOOD-POMPANO BEACH, FLA.

VITAL STATISTICS

Population: 1,214,300
Households: 526,500
Median Age: 41.0
Total EBI: $18,729,983,000
Median Hshld. EBI: $26,836
Total Retail Sales: $11,186,879,000
Buying Power Index: .6775
Chamber of Commerce: 462-6000/920-3330/941-2940
Convention & Visitors Bureau: 800-356-1662/765-4466
Telephone Area Code: 305

MEAL & LODGING COSTS

Avg. Daily Lodging: $136.20
Meals: B-$4.57
L-$8.76
D-$18.60

PER DIEM

Total: $168.13
Index: 124

TAX RATES

Meals: 6.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Beachcomber	Pompano Beach	941-7830	$62-122
Clarion Bahia Mar Resort & Yachting Center	Fort Lauderdale	764-2233	$125-185
Diplomat Resort	Hollywood	457-8111	$135-190
Embassy Suites	Deerfield Beach	426-0478	$180-230
Embassy Suites North	Fort Lauderdale	772-5400	$114-154
Embassy Suites South	Fort Lauderdale	527-2700	$94-164
Hilton Airport	Dania	920-3300	$95-155
Hilton Deerfield Beach	Deerfield Beach	427-7700	$109-174
Hilton Hollywood Beach	Hollywood	458-1900	$104-214
Holiday Inn-Pompano Beach	Pompano Beach	941-7300	$110-155
Howard Johnson	Fort Lauderdale	776-5660	$59-129
Ireland's Inn	Fort Lauderdale	327-4460	$69-140
Lago Mar	Fort Lauderdale	523-6511	$115
Marriott Cypress Creek	Fort Lauderdale	771-0440	$125-151
Marriott Fort Lauderdale	Fort Lauderdale	463-4000	$150-175
Pier 66 Hotel & Marina	Fort Lauderdale	525-6666	$160-220
Ramada Inn	Fort Lauderdale	748-7000	$89
Ramada Inn All Suites	Pompano Beach	943-7001	$95-140
Royce Resort	Fort Lauderdale	565-6611	$105-185
Sheraton Design Center	Dania	920-3500	$110-170
Sheraton Yankee Clipper	Fort Lauderdale	524-5551	$99-130
Sheraton Yankee Trader	Fort Lauderdale	467-1111	$99-130
Westin Cypress Creek	Fort Lauderdale	772-1331	$145-210

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion Bahia Mar Resort & Yachting Center	Fort Lauderdale	764-2233	
Diplomat Resort	Hollywood	457-8111	
Embassy Suites North	Fort Lauderdale	772-5400	$85-135
Embassy Suites South	Fort Lauderdale	527-2700	
Hilton Airport	Dania	248-4300	
Hilton Deerfield Beach	Deerfield Beach	427-7700	$72-114
Hilton Hollywood Beach	Hollywood	458-1900	
Holiday Inn-Plantation	Plantation	472-5600	$49-100
Holiday Inn West	Fort Lauderdale	739-4000	$59-85
Inverrary Resort	Fort Lauderdale	485-0500	$74-183
Marriott Cypress Creek	Fort Lauderdale	771-0440	$55-104
Marriott Fort Lauderdale	Fort Lauderdale	463-4000	
Marriott Harbor Beach	Fort Lauderdale	525-4000	$85-220
Palm Aire Hotel	Pompano Beach	972-3300	
Pier 66 Hotel & Marina	Fort Lauderdale	525-6666	
Ramada Inn West	Sunrise	748-7000	$55-79
Rolling Hills Hotel & Club	Fort Lauderdale	475-0400	$50-85
Sheraton Bonaventure	Fort Lauderdale	389-3300	
Sheraton Design Center	Dania	920-3500	
Westin Cypress Creek	Fort Lauderdale	772-1331	$65-120

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Bonne Auberge	Fort Lauderdale	491-5522	M
Brooks	Deerfield Beach	427-9302	M-E
Burt & Jack's	Port Everglades	522-5225	M-E
Le Cafe de Paris	Fort Lauderdale	467-2900	M
Le Cafe du Beaujolais	Fort Lauderdale	566-1416	M
Casa Vecchia	Fort Lauderdale	463-7575	M
Celebrity Room	Hollywood	457-8111	E
Dante's	Fort Lauderdale	564-6666	M
The Down Under	Fort Lauderdale	563-4123	M-E
La Ferme	Fort Lauderdale	764-0987	M-E
Fisherman	Fort Lauderdale	566-2002	M
Frankie's	Fort Lauderdale	566-7853	M
French Quarter	Fort Lauderdale	463-8000	M-E
The Left Bank	Fort Lauderdale	462-5376	M
Mai-Kai	Fort Lauderdale	563-3272	M
The Plum Room	Fort Lauderdale	563-4168	M-E
Renaissance	Fort Lauderdale	389-3300	M-E
La Reserve	Fort Lauderdale	563-6644	M
Rinaldo's	Pompano Beach	942-2900	M
Sheffield's	Fort Lauderdale	525-4000	M-E
Windows on the Green	Fort Lauderdale	525-6666	M
Yesterday's	Fort Lauderdale	561-4400	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. S
Time: 10 min.
Taxi: $20.00
Limo: $8.00

DAILY AUTO RENTAL

Avis: $38.00
Budget: $32.00
Dollar: $26.00
Hertz: $38.00

FORT WORTH-ARLINGTON, TEXAS

VITAL STATISTICS

Population: 1,277,800
Households: 473,800
Median Age: 31.8
Total EBI: $15,869,921,000
Median Hshld. EBI: $26,198
Total Retail Sales: $8,874,670,000
Buying Power Index: .5248
Chamber of Commerce: 336-2491/275-2613
Convention & Visitors Bureau: 800-433-5747/336-8791/265-7721
Telephone Area Code: 817

MEAL & LODGING COSTS

Avg. Daily Lodging: $97.63
Meals: B-$5.71
L-$8.98
D-$18.76

PER DIEM

Total: $131.08
Index: 97

TAX RATES

Meals: 7.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Green Oaks Inn & Conference Center	Fort Worth	738-7311	$60-85
Hilton Arlington	Arlington	640-3322	$71-130
Hyatt Regency	Fort Worth	870-1234	$95-145
Radisson Suites	Arlington	640-0440	$90-105

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Arlington	Arlington	640-3322	$68-125
Hilton Fort Worth	Fort Worth	335-7000	
Hyatt Regency	Fort Worth	870-1234	
Sheraton Centre Park	East Arlington	261-8200	$72-88
Worthington Hotel	Fort Worth	870-1000	$65-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cacharel	Arlington	640-9981	M
*Cattleman's Steak House	Fort Worth	624-3945	M
Reflections	Fort Worth	870-1000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 24 mi. NE
Time: 30-40 min.
Taxi: $22.00
Limo: $6.00

DAILY AUTO RENTAL

Avis: $42.00
Budget: $40.00
Dollar: $31.00
Hertz: $48.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

FRESNO, CAL.

VITAL STATISTICS

Population: 613,700
Households: 219,600
Median Age: 31.2
Total EBI: $7,724,169,000
Median Hshld. EBI: $25,079
Total Retail Sales: $3,524,233,000
Buying Power Index: .2400
Chamber of Commerce: 233-4651
Convention & Visitors Bureau: 233-0836
Telephone Area Code: 209

MEAL & LODGING COSTS

Avg. Daily Lodging: $68.83
Meals: B-$7.34
L-$10.17
D-$18.44

PER DIEM

Total: $104.78
Index: 77

TAX RATES

Meals: 6.5%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Fresno	Fresno	485-9000	$52-74
Holiday Inn-Airport	Fresno	252-3611	$62-85
The Inn at Harris Ranch	Coalinga	935-0717	$66-77

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Piccadilly Inn	Fresno	226-3850	$68-81
Piccadilly Inn-Airport	Fresno	251-6000	$63-66
Piccadilly Inn-University	Fresno	224-4200	$62-70

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hacienda Resort & Conference Center	Fresno	486-3000	
Picadilly Inn-Airport	Fresno	251-6000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Harris Ranch	Fresno	935-0717	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 7 mi. NE
Time: 15 min.
Taxi: $13.50
Limo: N.A

DAILY AUTO RENTAL
Avis: $41.00
Budget: $40.00
Dollar: $38.00
Hertz: $43.00

GRAND RAPIDS, MICH.

VITAL STATISTICS
Population: 665,700
Households: 242,700
Median Age: 30.8
Total EBI: $8,340,942,000
Median Hshld. EBI: $27,237
Total Retail Sales: $4,700,521,000
Buying Power Index: .2758
Chamber of Commerce: 459-7221
Convention & Visitors Bureau: 459-8287
Telephone Area Code: 616

MEAL & LODGING COSTS
Avg. Daily Lodging: $76.61
Meals: B-$7.34
L-$10.98
D-$18.33
PER DIEM
Total: $113.26
Index: 84
TAX RATES
Meals: 4.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-Grandvillage	Grandville	532-3222	$57-120
Best Western-Midway	Grand Rapids	942-2550	$57-84
Harley Hotel	Grand Rapids	949-8800	$67-76
Hilton Hotel	Kentwood	957-0100	$60-81
Holiday Inn	Holland	394-0111	$60-77
Holiday Inn-East	Kentwood	949-9222	$55-75
Holiday Inn-North	Grand Rapids	363-9001	$61-70
Marriott Grand Rapids	Grand Rapids	957-1770	$76-98
Point West Inn	Holland	335-5894	$90-115

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amway Grand Plaza	Grand Rapids	774-2000	$70-132
Harley Hotel	Grand Rapids	949-8800	$57-71
Marriott Grand Rapids	Grand Rapids	957-1770	$68-97

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cygnus	Grand Rapids	776-6425	M
Gibson's	Grand Rapids	774-8535	M
1913 Room	Grand Rapids	776-6426	M
Point West	Holland	335-5894	M
Sandpiper	Macatawa	335-5866	M
Spinnaker	Kentwood	957-1111	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 10 mi. SE
Time: 20-25 min.
Taxi: $11.00
Limo: $5.00

DAILY AUTO RENTAL
Avis: $44.00
Budget: $44.00
Dollar: N.A.
Hertz: $46.00

GREENSBORO-WINSTON SALEM-HIGH POINT, N.C.

VITAL STATISTICS
Population: 932,700
Households: 361,500
Median Age: 33.3
Total EBI: $11,317,954,000
Median Hshld. EBI: $23,665
Total Retail Sales: $6,723,213,000
Buying Power Index: .3828
Chamber of Commerce: 275-8675/725-2361/889-8151
Convention & Visitors Bureau: 274-2282/800-331-7018/725-2361/884-5255
Telephone Area Code: 919

MEAL & LODGING COSTS
Avg. Daily Lodging: $94.29
Meals: B-$5.64
L-$7.94
D-$16.54
PER DIEM
Total: $124.41
Index: 92
TAX RATES
Meals: 5.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton-Airport	Greensboro	299-7650	$50-86
Holiday Inn-Four Seasons	Greensboro	292-9161	$53-70
Hyatt Winston-Salem	Winston-Salem	725-1234	$109-129
Marriott-Airport	Greensboro	852-6450	$89-101
Mayfair Suites	Greensboro	292-9821	$77-122
Sheraton Greensboro	Greensboro	379-8000	$78-98
Stouffer Winston Plaza	Winston-Salem	725-3500	$109-149

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Graylyn Conference Center	Winston-Salem	727-1900	
Holiday Inn-Four Seasons	Greensboro	292-9161	$55-68
Hyatt Winston-Salem	Winston-Salem	725-1234	$79-110
Marriott-Airport	Greensboro	852-6450	$66-93
Radisson Hotel	High Point	889-8888	$55-80
Ramada Inn	Winston-Salem	723-7911	$48-79
Sheraton Greensboro	Greensboro	379-8000	$63-93
Stouffer Winston Plaza	Winston-Salem	725-3500	$49-164

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Chaudiere	Winston-Salem	748-0269	M
Giovanni's	Greensboro	855-8000	M
The Quill	Winston-Salem	725-3500	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 9 mi. W
Time: 10-20 min.
Taxi: $16.00
Limo: $9.50

DAILY AUTO RENTAL
Avis: $35.00
Budget: $35.00
Dollar: $45.00
Hertz: $35.00

GREENVILLE-SPARTANBURG, S.C.

VITAL STATISTICS
Population: 625,400
Households: 236,900
Median Age: 32.4
Total EBI: $6,461,193,000
Median Hshld. EBI: $21,056
Total Retail Sales: $4,144,892,000
Buying Power Index: .2319
Chamber of Commerce: 242-1050/585-8722
Convention & Visitors Bureau: 233-0461/585-8722
Telephone Area Code: 803

MEAL & LODGING COSTS
Avg. Daily Lodging: $76.00
Meals: B-$7.34
L-$10.54
D-$24.53
PER DIEM
Total: $118.41
Index: 87
TAX RATES
Meals: 5.0%
Lodging: 2.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Greenville	Greenville	232-4747	$65-120
Holiday Inn	Spartanburg	576-5220	$47-65
Holiday Inn-Haywood	Greenville	297-6300	$69-79
Hyatt Regency	Greenville	235-1234	$95-115
Ramada Inn	Spartanburg	578-7170	$42-63

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hyatt Regency	Greenville	235-1234	
Marriott-Airport	Greenville	297-0300	$59-86

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Seven Oaks	Greenville	232-1895	M
Stax's Peppermill	Greenville	288-9320	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 15 mi. NE
Time: 15 min.
Taxi: $15.00
Limo: $14.00

DAILY AUTO RENTAL
Avis: $35.00
Budget: $36.00
Dollar: N.A.
Hertz: $47.00

HARTFORD-NEW BRITAIN-MIDDLETOWN-BRISTOL, CONN.

VITAL STATISTICS
Population: 1,117,400
Households: 416,900
Median Age: 34.2
Total EBI: $17,914,122,000
Median Hshld. EBI: $34,135
Total Retail Sales: $9,342,838,000
Buying Power Index: .5538
Chamber of Commerce: 527-9258/229-1665/347-6924/589-4111
Convention & Visitors Bureau: 728-6789
Telephone Area Code: 203

MEAL & LODGING COSTS
Avg. Daily Lodging: $121.40
Meals: B-$6.03
L-$8.86
D-$23.66
PER DIEM
Total: $159.95
Index: 118
TAX RATES
Meals: 7.5%
Lodging: 7.5%

HARTFORD (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Parkview	Hartford	249-5611	$89-164
Marriott-Farmington	Farmington	678-1000	$120-132
Sheraton Hartford	Hartford	728-5151	$105-164
Summit	Hartford	278-2000	$80-123
Treadway Hotel	Cromwell	635-2000	$105-132

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Harley Hotel	Enfield	741-2211	$65-105
Hilton Parkview	Hartford	249-5611	
Holiday Inn-Downtown	Hartford	549-2400	
Howard Johnson	Windsor Locks	623-9811	$68-78
Marriott Farmington	Farmington	678-1000	
Ramada Inn	East Hartford	528-9703	$69-97
Sheraton Bradley Airport	Windsor Locks	627-5311	
Sheraton Hartford	Hartford	728-5151	$75-109
Treadway Hotel	Cromwell	635-2000	$65-105

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Blacksmith's Tavern	Glastonbury	659-0366	M
Carbone's Ristorante	Hartford	249-9646	M
Cavey's French Restaurant	Manchester	643-2751	M-E
Champignon	Farmington	678-1000	M
Gaetano's	Hartford	249-1629	M
Terrace on the Park	Hartford	249-5611	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. N
Time: 15-25 min.
Taxi: $21.00
Limo: $5.00

DAILY AUTO RENTAL

Avis: $64.00
Budget: $41.00
Dollar: $43.00
Hertz: $45.00

HOUSTON, TEXAS

VITAL STATISTICS

Population: 3,197,100
Households: 1,176,600
Median Age: 30.0
Total EBI: $39,657,436,000
Median Hshld. EBI: $26,279
Total Retail Sales: $23,194,911,000
Buying Power Index: 1.3299
Chamber of Commerce: 651-1313
Convention & Visitors Bureau: 523-5050
Telephone Area Code: 713

MEAL & LODGING COSTS

Avg. Daily Lodging: $103.52
Meals: B-$7.94
L-$11.05
D-$18.66

PER DIEM

Total: $141.17
Index: 104

TAX RATES

Meals: 8.0%
Lodging: 14.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Houston	978-7400	$85-114
Allen Park Inn	Houston	521-9321	$56-71
Doubletree Hotel	Houston	442-8000	$92-109
Doubletree-Allen Center	Houston	759-0202	$95-130
Doubletree-Post Oak	Houston	961-9300	$79-129
Guest Quarters-Galleria West	Houston	961-9000	$110-130
Hilton Nassau Bay	Houston	333-9300	$59-119
Hilton Westchase	Houston	974-1000	$60-90
Holiday Inn-Hobby Airport	Houston	943-7979	$70-100
Holiday Inn-Houston West	Houston	558-5580	$69-89
Houstonian	Houston	680-2626	$116-141
Hyatt Regency	Houston	654-1234	$110-160
Hyatt Regency West	Houston	558-1234	$85-124
Marriott Airport	Houston	443-2310	$98-108
Marriott Astrodome	Houston	797-9000	$95-105
Marriott Galleria	Houston	960-0111	$55-120
Marriott Medical Center	Houston	796-0080	$89-115
Sofitel	Houston	445-9000	$90-112
Stouffer Greenway Plaza	Houston	629-1200	$99-129
Warwick	Houston	526-1991	$90-110
Westin Galleria & Westin Oaks	Houston	960-8100	$130-240
Wyndham at Travis Center	Houston	524-6633	$59-110
Wyndham Greenspoint	Houston	875-2222	$87-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Houston	978-7400	$85-114
Astro Village Hotel Complex	Houston	748-3221	$71-91
Doubletree Hotel	Houston	442-8000	$55-65
Doubletree-Post Oak	Houston	961-9300	
Four Seasons-Houston Center	Houston	650-1300	$85-105
Hilton Hobby Airport	Houston	645-3000	$50-82
Hilton Inn Airport	Houston	931-0101	
Hilton Nassau Bay	Houston	333-9300	$79-119
Hilton Westchase	Houston	974-1000	$48-[illegible]
Holiday Inn Crowne Plaza-Galleria	Houston	961-7272	$65-91
Houstonian	Houston	680-2626	$110-140
Hyatt Regency	Houston	654-1234	
Hyatt Regency West	Houston	558-1234	
Inn on the Park	Houston	268-6282	
Kings Inn Hotel	Houston	488-0220	
Marriott Airport	Houston	443-2310	$55-118
Marriott Astrodome	Houston	797-9000	$55-105
Marriott Brookhollow	Houston	668-0100	
Marriott Galleria	Houston	960-0111	$69-119
Marriott Greenspoint	Houston	875-4000	$64-94
Marriott Medical Center	Houston	796-0080	$55-95
Ramada Southwest	Houston	771-0641	$44-49
Sheraton Crown Hotel	Houston	442-5100	$55-85
Sheraton Houston	Houston	651-9041	
Sofitel	Houston	445-9000	$90-112
Stouffer Greenway Plaza	Houston	629-1200	$69-129
Westin Galleria & Westin Oaks	Houston	960-8100	$75-150
The Whitehall	Houston	659-5000	
Wyndham Greenspoint	Houston	875-2222	$69-99

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anthony's	Houston	524-1922	M
Brennan's	Houston	522-9711	M
Cafe Annie	Houston	780-1522	M
Charley T's	Houston	960-9711	M
Charley's 517	Houston	224-4438	M
La Colombe D'or	Houston	524-7999	M
Les Continents	Houston	961-1500	M
Confederate House	Houston	622-1936	M
Delmonico's	Houston	960-8260	M
DeVille	Houston	650-1300	M
Glass Menagerie	Houston	367-1000	M-E
Great Caruso	Houston	780-4900	M-E
The Hunt Room	Houston	526-1991	M
Lancaster Grille	Houston	228-9502	M
Maxim's	Houston	877-8899	M
Newport's	Houston	759-6042	M
Rao's	Houston	524-5551	M
Remington	Houston	840-7621	M
La Reserve	Houston	871-8181	E
Rivoli	Houston	789-1900	M
Rotisserie for Beef and Bird	Houston	977-9524	M
Rudi's	Houston	622-4100	M-E
Tony's	Houston	622-6778	M-E
La Tour D'Argent	Houston	864-9864	M
Uncle Tai's Hunan Yuan	Houston	960-8000	M
Vargo's	Houston	782-3888	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 22 mi. N
Time: 30-50 min.
Taxi: $24.00
Limo: $7.70

DAILY AUTO RENTAL

Avis: $45.00
Budget: $40.00
Dollar: $42.00
Hertz: $46.00

INDIANAPOLIS, IND.

VITAL STATISTICS

Population: 1,243,400
Households: 466,300
Median Age: 32.1
Total EBI: $15,123,770,000
Median Hshld. EBI: $25,690
Total Retail Sales: $9,051,225,000
Buying Power Index: .5128
Chamber of Commerce: 267-2900
Convention & Visitors Bureau: 639-4282
Telephone Area Code: 317

MEAL & LODGING COSTS

Avg. Daily Lodging: $94580
Meals: B-$5.93
L-$7.07
D-$12.62

PER DIEM

Total: $120.20
Index: 89

TAX RATES

Meals: 6.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Indianapolis	248-2481	$93-130
Embassy Suites	Indianapolis	236-1800	$94-119
Embassy Suites-North	Indianapolis	872-7700	$89-99
Hilton-Airport	Indianapolis	244-3361	$60-112
Hilton at the Circle	Indianapolis	635-2000	$90-130
Holiday Inn-Airport	Indianapolis	244-6861	$78-104
Holiday Inn-North	Indianapolis	872-9790	$69-80
Hyatt Regency	Indianapolis	632-1234	$116-141
Marriott Inn	Indianapolis	352-1231	$100-110
Pickett Suites	Carmel	844-7994	$73-113
Radisson Plaza	Indianapolis	846-2700	$69-109
Sheraton Meridian	Indianapolis	924-1241	$74-89
Sheraton Northeast	Indianapolis	897-4000	$46-72

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Indianapolis	248-2481	$59-110
Hilton-Airport	Indianapolis	244-3361	$58-90
Hilton at the Circle	Indianapolis	635-2000	
Holiday Inn-Airport	Indianapolis	244-6861	
Hyatt Regency	Indianapolis	632-1234	$85-105
Marriott Inn	Indianapolis	352-1231	
Radisson Plaza	Indianapolis	846-2700	$65-95
Sheraton Marten House	Indianapolis	872-4111	
Sheraton Meridian	Indianapolis	924-1241	$60-90
Westin Hotel	Indianapolis	262-8100	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beaulieu	Indianapolis	634-3000	M
Chanteclair	Indianapolis	243-1040	M-E
Chateau Normandy	Indianapolis	849-3970	M
Chez Jean Restaurant Francais	Indianapolis	831-0870	M
Glass Chimney	Carmel	844-0921	M-E
Jonathan's Restaurant & Pub	Indianapolis	844-1155	M
King Cole	Indianapolis	638-5588	M
The Marker	Indianapolis	248-2481	M
*St. Elmo's Steak House	Indianapolis	637-1811	
La Tour	Indianapolis	635-3535	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 15 min.
Taxi: $11.00
Limo: $7.25

DAILY AUTO RENTAL

Avis: $44.00
Budget: $40.00
Dollar: $34.00
Hertz: $43.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

JACKSONVILLE, FLA.

VITAL STATISTICS

Population: 918,000
Households: 348,800
Median Age: 31.9
Total EBI: $11,084,802,000
Median Hshld. EBI: $24,320
Total Retail Sales: $5,981,874,000
Buying Power Index: .3644
Chamber of Commerce: 353-0300
Convention & Visitors Bureau: 353-9736
Telephone Area Code: 904

MEAL & LODGING COSTS

Avg. Daily Lodging: $80.00
Meals: B-$5.00
L-$8.76
D-$17.57

PER DIEM

Total: $111.33
Index: 82

TAX RATES

Meals: 5.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-Baymeadows	Jacksonville	737-1700	$63-74
Holiday Inn-East	Jacksonville	724-3410	$48-58
Holiday Inn-Oceanfront	Jacksonville Beach	249-9071	$72-100
Holiday Inn-Orange Park	Orange Park	264-9513	$55-65
The Inn at Baymeadows	Jacksonville	739-0739	$59-75
Jacksonville Hotel	Jacksonville	398-8800	$93-114
Omni Jacksonville	Jacksonville	355-6664	$95-137
Park Suites	Jacksonville	731-3555	$85-105
Ramada Inn-Mandarin	Jacksonville	268-8080	$47-54
Sheraton at St. John's Place	Jacksonville	396-5100	$87-114

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Airport	Jacksonville	757-1741	
Holiday Inn-Airport	Jacksonville	757-3110	$46-54
Jacksonville Hotel	Jacksonville	398-8800	
Marriott at Sawgrass	Ponte Vedra Beach	285-7777	$90-285
Marriott Jacksonville	Jacksonville	739-5800	$72-85
Omni Jacksonville	Jacksonville	355-6664	
Ponte Vedra Inn & Club	Ponte Vedra Beach	285-6911	$85-145
Sawgrass Resort	Ponte Vedra Beach	286-2261	$100-265
Sheraton at St. John's Place	Jacksonville	396-5100	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Admiralty	Jacksonville	396-5100	M
The Augustine Room	Ponte Vedra Beach	285-7777	E
Gabriels	Jacksonville	737-1700	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. N
Time: 30-40 min.
Taxi: $19.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $37.00
Budget: $32.00
Dollar: $32.00
Hertz: $42.00

KANSAS CITY, MO.-KANS.

VITAL STATISTICS

Population: 1,567,600
Households: 598,500
Median Age: 32.8
Total EBI: $21,106,331,000
Median Hshld. EBI: $27,571
Total Retail Sales: $11,420,454,000
Buying Power Index: .6798
Chamber of Commerce: 816-221-2424
Convention & Visitors Bureau: 816-221-5242
Telephone Area Code: 816 (Missouri); 913 (Kansas)

MEAL & LODGING COSTS

Avg. Daily Lodging: $93.77
Meals: B-$5.00
L-$9.30
D-$18.17

PER DIEM

Total: $126.24
Index: 93

TAX RATES

Meals: 7.0%
Lodging: 9.725%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Kansas City, MO	737-0200	$64-115
Doubletree-Overland Park	Overland Park, KS	451-6100	$105-132
Embassy Suites	Kansas City, KS	649-7060	$96-108
Hilton Airport Plaza	Kansas City, MO	891-8900	$74-115
Hilton Plaza	Kansas City, MO	753-7400	$79-122
Holiday Inn-Lenexa Holidome	Lenexa, KS	888-6670	$65-81
Holiday Inn-Olathe	Olathe, KS	829-4000	$49-70
Hyatt Regency-Crown Center	Kansas City, MO	421-1234	$108-175
Marriott Airport	Kansas City, MO	464-2200	$49-130
Marriott Plaza	Kansas City, MO	531-3000	$134-154
Park Place	Kansas City, MO	483-9900	$59-69
Ramada Inn	Leavenworth	651-5500	$39-52
Raphael	Kansas City, MO	756-3800	$82-112

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Kansas City, MO	737-0200	
Alameda Plaza Hotel	Kansas City, MO	756-1500	$96-128
Allis Plaza Hotel	Kansas City, MO	421-6800	
Doubletree-Overland Park	Overland Park, KS	451-6100	
Embassy Suites	Kansas City, MO	756-1720	$84-106
Gateway Gardens	Kansas City, KS	621-3085	
Hilton Airport Plaza	Kansas City, MO	891-8900	$70-108
Hilton Plaza	Kansas City, MO	753-7400	$79-127
Hyatt Regency-Crown Center	Kansas City, MO	421-1234	
Marriott Airport	Kansas City, MO	464-2200	$49-120
Marriott Overland Park	Overland Park, KS	451-8000	
Park Place	Kansas City, MO	483-9900	$62-115
Sheraton-Int'l. Airport	Kansas City, MO	741-9500	$84-104
Westin Crown Center	Kansas City, MO	474-4400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alameda Roof	Kansas City, MO	756-1500	M
The American Restaurant	Kansas City, MO	471-8050	M
La Bonne Auberge	Kansas City, MO	474-7025	M
*Bristol Bar & Grill	Kansas City, MO	756-0606	M
Cafe Allegro	Kansas City, MO	561-3663	M
Dinner Horn Country Inn	Kansas City, MO	436-8700	M
Jasper's	Kansas City, MO	363-3003	M
King's Wharf	Kansas City, MO	464-2200	M
La Mediterranee	Kansas City, MO	561-2916	M-E
Peppercorn Duck Club	Kansas City, MO	421-1234	M
Raphael	Kansas City, MO	756-3800	M
Remington's	Kansas City, MO	737-0200	M
Stephenson's Apple Farm	Kansas City, MO	373-5400	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 18 mi. NW
Time: 35-50 min.
Taxi: $21.90
Limo: $9.00

DAILY AUTO RENTAL

Avis: $36.00
Budget: $41.00
Dollar: $37.00
Hertz: $42.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

KNOXVILLE, TENN.

VITAL STATISTICS

Population: 605,700
Households: 237,300
Median Age: 33.4
Total EBI: $6,686,223,000
Median Hshld. EBI: $20,914
Total Retail Sales: $4,684,502,000
Buying Power Index: .2436
Chamber of Commerce: 637-4550
Convention & Visitors Bureau: 523-2316
Telephone Area Code: 615

MEAL & LODGING COSTS

Avg. Daily Lodging: $69.75
Meals: B-$7.07
L-$10.47
D-$23.68

PER DIEM

Total: $110.97
Index: 82

TAX RATES

Meals: 7.75%
Lodging: 7.75%

KNOXVILLE(cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton-Knoxville Airport	Alcoa	970-4300	$59-89
Holiday Inn-Cedar Bluff	Knoxville	693-1011	$57-77
Holiday Inn-West	Knoxville	584-3911	$48-68
Holiday Inn-World's Fair	Knoxville	522-2800	$59-94
Hyatt Regency	Knoxville	637-1234	$81-93
Quality Inn-West	Knoxville	693-8111	$47-65

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Knoxville Airport	Alcoa	970-4300	$55-89
Hilton Inn	Knoxville	523-2300	$55-100
Holiday Inn-World's Fair	Knoxville	522-2800	
Hyatt Regency	Knoxville	637-1234	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Half Shell House	Knoxville	588-6431	M
The Orangery	Knoxville	588-2964	M
Regas	Knoxville	637-9805	M
Richard's	Knoxville	584-1323	M-E
Volador	Knoxville	637-1234	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. S
Time: 20 min.
Taxi: $14.00
Limo: $10.00

DAILY AUTO RENTAL

Avis: $41.00
Budget: $45.00
Dollar: N.A.
Hertz: $47.00

LAS VEGAS, NEV.

VITAL STATISTICS

Population: 642,000
Households: 261,700
Median Age: 32.3
Total EBI: $8,316,975,000
Median Hshld. EBI: $25,781
Total Retail Sales: $4,784,603,000
Buying Power Index: .2751
Chamber of Commerce: 457-4664
Convention & Visitors Bureau: 733-2323
Telephone Area Code: 702

MEAL & LODGING COSTS

Avg. Daily Lodging: $77.31
Meals: B-$4.73
L-$9.63
D-$17.08

PER DIEM
Total: $108.75
Index: 80

TAX RATES
Meals: 6.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Aladdin Hotel & Casino	Las Vegas	736-0111	$60-95
Alexis Park Resort	Las Vegas	796-3300	$99
Bally's Las Vegas	Las Vegas	739-4111	$79-150
Best Western Mardi Gras Inn	Las Vegas	731-2020	$50-62
Four Queens	Las Vegas	385-4011	$47-55
Hilton	Las Vegas	732-5111	$65-125
Hilton Flamingo	Las Vegas	733-3111	$60-114
Holiday Inn	Las Vegas	369-5000	$59-79
Mint Casino Hotel	Las Vegas	387-6468	$45-64
Riviera	Las Vegas	734-5110	$59-95
Sahara	Las Vegas	737-2111	$55-95
Showboat	Las Vegas	385-9123	$45-80
Tropicana	Las Vegas	739-2222	$59-115

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Aladdin Hotel & Casino	Las Vegas	736-0111	$55-110
Alexis Park Resort	Las Vegas	796-3300	
Bally's Las Vegas	Las Vegas	739-4111	
Caesars Palace	Las Vegas	731-7110	$85-125
Frontier Hotel & Casino	Las Vegas	734-0110	
Golden Nugget	Las Vegas	385-7111	
Hacienda Resort Hotel	Las Vegas	739-8911	$40-60
Hilton	Las Vegas	732-5111	$60-120
Hilton Flamingo	Las Vegas	733-3111	$62-112
Imperial Palace	Las Vegas	731-3311	$45-125
Riviera	Las Vegas	734-5110	
Sahara	Las Vegas	737-2111	$45-105
Sands	Las Vegas	733-5000	$60-125
Showboat	Las Vegas	385-9123	$32-40
Tropicana	Las Vegas	739-2222	$55-85
Union Plaza Hotel & Casino	Las Vegas	386-2110	$32-42

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Andre's	Las Vegas	385-5016	M
Bacchanal	Las Vegas	734-7110	E
Barrymore's	Las Vegas	739-4111	M-E
Chin's	Las Vegas	733-8899	M
Elaine's	Las Vegas	385-7111	M
Georges La Forge Pamplemousse	Las Vegas	733-2066	M
Gigi	Las Vegas	739-4111	M-E
Golden Steer Steak House	Las Vegas	384-4470	M
House of Lords	Las Vegas	737-2111	M-E
Hugo's Cellar	Las Vegas	385-4011	M-E
Le Montrachet	Las Vegas	732-5111	M-E
Palace Court	Las Vegas	734-7110	M-E
Pegasus	Las Vegas	796-3300	E
Portofino	Las Vegas	733-4444	M-E
Regency Room	Las Vegas	733-5000	M-E
Rhapsody	Las Vegas	739-2222	M
Skye Room	Las Vegas	385-7440	M-E
Stefano's	Las Vegas	385-7111	M
Tillerman	Las Vegas	731-4036	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 35-45 min.
Taxi: $17.00
Limo: $4.25

DAILY AUTO RENTAL

Avis: $35.00
Budget: $37.00
Dollar: $39.00
Hertz: $42.00

LITTLE ROCK-NORTH LITTLE ROCK, ARK.

VITAL STATISTICS

Population: 521,800
Households: 192,300
Median Age: 31.4
Total EBI: $5,916,218,000
Median Hshld. EBI: $22,647
Total Retail Sales: $3,477,962,000
Buying Power Index: .2021
Chamber of Commerce: 374-4871/374-3600
Convention & Visitors Bureau: 376-4781
Telephone Area Code: 501

MEAL & LODGING COSTS

Avg. Daily Lodging: $72.50
Meals: B-$4.90
L-$6.64
D-$15.61

PER DIEM
Total: $99.65
Index: 74

TAX RATES
Meals: 7.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Capital Hotel	Little Rock	374-7474	$79-113
Excelsior Hotel	Little Rock	375-5000	$74-99
Hilton Inn	Little Rock	664-5020	$60-85
Hilton Riverfront	North Little Rock	371-9000	$53-73
Holiday Inn	North Little Rock	758-1440	$45-75
Holiday Inn-West	Little Rock	223-3000	$54-60

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Excelsior Hotel	Little Rock	375-5000	$66-92
Hilton Inn	Little Rock	664-5020	$45-50
Hilton Riverfront	North Little Rock	371-9000	$52-80

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ashley's	Little Rock	374-7474	M
Josephine's	Little Rock	375-5000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. SE
Time: 10-15 min.
Taxi: $7.50
Limo: $15.00

DAILY AUTO RENTAL

Avis: $56.00
Budget: $40.00
Dollar: $62.00
Hertz: $44.00

LOS ANGELES-LONG BEACH, CAL.

VITAL STATISTICS

Population: 8,704,700
Households: 3,162,100
Median Age: 32.4
Total EBI: $129,522,222,000
Median Hshld. EBI: $29,561
Total Retail Sales: $59,291,182,000
Buying Power Index: 3.9019
Chamber of Commerce: 629-0602/436-1251
Convention & Visitors Bureau: 624-7300/436-3645
Telephone Area Code: 213 (Beverly Hills/Century City/Culver City/El Segundo/Hollywood/Inglewood/Long Beach/Los Angeles/Manhattan Beach/Marina Del Rey/Redondo Beach/Santa Monica/Torrance/West Hollywood/Westwood Village/Whittier); 818 (Arcadia/Burbank/City of Industry/Covina/Monrovia/Pasadena/Sherman Oaks/Universal City/Van Nuys/Westlake Village/Woodland Hills); 714 (Pomona)

MEAL & LODGING COSTS

Avg. Daily Lodging: $130.16
Meals: B-$8.22
L-$12.62
D-$26.92

PER DIEM
Total: $177.92
Index: 131

TAX RATES
Meals: 6.5%
Lodging: 11.0%

LOS ANGELES(cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Airtel Plaza Hotel	Van Nuys	997-7676	$89-129
Barnabey's	Manhattan Beach	545-8466	$88-108
Best Western Inn	Sunset Beach	840-2431	$87-99
Beverly Hills Hotel	Beverly Hills	276-2951	$150-265
Beverly Plaza	Los Angeles	658-6600	$98-146
Desert Inn	Lancaster	942-8401	$52-62
Embassy Suites-Arcadia	Arcadia	445-8525	$94-119
Golden Sails Hotel	Long Beach	596-1631	$71-110
Hilton Burbank Airport	Burbank	843-6000	$82-124
Hilton Pasadena	Pasadena	577-1000	$93-147
Hilton University	Los Angeles	748-4141	$80-140
Hilton Whittier	Whittier	945-8511	$85-115
Holiday Inn-Monrovia	Monrovia	357-1900	$59-116
Holiday Inn-Pasadena	Pasadena	449-4000	$67-101
Holiday Inn Crowne Plaza-LAX	Inglewood	642-7500	$105-135
Marina International	Marina Del Ray	301-2000	$105-148
Marriott Airport	Inglewood	641-5700	$130-150
Marriott Long Beach Airport	Long Beach	425-5210	$123-133
Marriott Marina Del Rey	Marina Del Rey	822-8555	$123-143
Marriott Torrance	Torrance	316-3636	$123-165
Marriott Warner Center	Woodland Hills	887-4800	$69-142
Mondrian Suite Hotel	Los Angeles	650-8999	$160-350
Radisson Plaza	Manhattan Beach	546-7511	$95-180
Ramada Renaissance	Long Beach	437-5900	$105-150
The Registry	Universal City	506-2500	$165-190
Roosevelt Hotel	Hollywood	466-7000	$100-500
Sheraton Grande	Los Angeles	617-1133	$155-205
Sheraton Industry Hills Resort	West Covina	965-0861	$85-115
Sheraton Miramar	Santa Monica	394-3731	$125-170
Sheraton Plaza La Reina	Inglewood	642-1111	$85-148
Sheraton Redondo Beach	Redondo Beach	318-8888	$96-169
Sheraton Universal	Universal City	980-1212	$90-155
Shilo Inn	Pomona	598-0073	$79-94
Stouffer Concourse	Inglewood	216-5858	$125-145
Westin Bonaventure	Los Angeles	624-1000	$120-185

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Airtel Plaza Hotel	Van Nuys	997-7676	$35-109
Amfac Hotel-L.A. Airport	Inglewood	670-8111	$72
Biltmore Hotel	Los Angeles	624-1011	
Century Plaza	Century City	277-2000	$136-220
Embassy Suites-L.A. Airport	El Segundo	640-3600	
Four Seasons-Los Angeles	Beverly Hills	273-2222	
Hilton Beverly	Beverly Hills	274-7777	
Hilton Burbank Airport	Burbank	843-6000	
Hilton Los Angeles Airport	Inglewood	410-4000	$115-160
Hilton Pasadena	Pasadena	577-1000	$97-143
Hilton University	Los Angeles	748-4141	
Hilton & Towers	Los Angeles	629-4321	$135-200
Holiday Inn Crowne Plaza-LAX	Inglewood	642-7500	$65-107
Holiday Inn-Pasadena	Pasadena	449-4000	
Hyatt at Los Angeles Airport	Inglewood	670-9000	$79-135
Hyatt Edgewater	Long Beach	434-8451	$85-114
Hyatt Regency-Long Beach	Long Beach	491-1234	$55-120
Hyatt Regency-Los Angeles	Los Angeles	683-1234	
Hyatt Westlake Plaza	Westlake Village	991-1800	
Hyatt Wilshire	Los Angeles	381-7411	$78-105
J.W. Marriott	Century City	277-2777	$170-215
Marina Beach Hotel	Marina Del Ray	301-3000	$125-155
Marriott-Long Beach Airport	Long Beach	425-5210	$108-138
Marriott Airport	Inglewood	641-5700	
Marriott Torrance	Torrance	316-3636	$48-136
Marriott Warner Center	Woodland Hills	887-4800	$75-135
Pacifica Hotel & Conference Center	Culver City	649-1776	$55-85
Queen Mary Hotel	Long Beach	435-3511	
Radisson Plaza	Manhattan Beach	546-7511	$85-145
Ramada Renaissance	Long Beach	437-5900	$88-110
The Registry	Universal City	506-2500	$130-170
Sheraton Grande	Los Angeles	617-1133	
Sheraton Industry Hills Resort	West Covina	965-0861	$75-135
Sheraton Long Beach	Long Beach	436-3000	
Sheraton Miramar	Santa Monica	394-3731	$115-150
Sheraton Plaza La Reina	Inglewood	642-1111	$85-150
Sheraton Redondo Beach	Redondo Beach	318-8888	$89-149
Sheraton Town House	Los Angeles	382-7171	$82-143
Sheraton Universal	Universal City	980-1212	$95-120
Stouffer Concourse	Inglewood	216-5858	$80-125
Viscount Hotel	Inglewood	645-4600	$68-88
Viscount Hotel	Long Beach	435-7676	
Westin Bonaventure	Los Angeles	624-1000	$125-195

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alexander's	Los Angeles	410-4000	M
Beaudry's	Los Angeles	612-4743	M
Le Bel Age	Los Angeles	854-1111	M-E
Bel-Air Dining Room	Westwood Village	472-1211	M-E
Bernard's	Los Angeles	612-1580	M
Bistro Garden	Beverly Hills	550-3900	M-E
Cardini	Los Angeles	629-4321	M
Le Cellier	Santa Monica	828-1585	M
Le Chardonnay	Los Angeles	655-8880	M-E
La Chaumiere	Century City	277-2000	M-E
Chez Melange	Redondo Beach	540-1222	M
Chez Sateau	Arcadia	446-8806	M
Chronicle	Pasadena	792-1179	M
Il Cielo	Beverly Hills	276-9990	M-E
Citrus	Los Angeles	857-0034	E
Colette	Beverly Hills	273-1151	M-E
L'Ermitage	Los Angeles	652-5840	E
L'Escoffier	Beverly Hills	274-7777	M-E
Floreale	Long Beach	437-5900	M-E
Gardens	Los Angeles	273-2222	M-E
Jimmy's	Beverly Hills	879-2394	M-E
*Lawry's The Prime Rib	Beverly Hills	652-2827	M
Lo Stregone	Los Angeles	385-1038	M-E
Maldonado's	Pasadena	796-1126	M
The Mandarin	Beverly Hills	272-0267	M-E
Marianne	Pasadena	792-2535	M
Michael's	Santa Monica	451-0845	E
L'Orangerie	Los Angeles	652-9770	E
La Parisienne	Arcadia	357-3359	M
Pearls	Woodland Hills	887-4800	M
Rangoon Racquet Club	Beverly Hills	274-8926	E
Ravel	Los Angeles	617-1133	M-E
Ristorante Chianti & Cucina	Hollywood	653-8333	E
Rex Il Ristorante	Los Angeles	627-2300	E
Le St. Germain	Los Angeles	467-1108	M
Sausalito South	Manhattan Beach	546-4507	M
La Scala	Beverly Hills	275-0579	M
Scandia	West Hollywood	278-3555	M
Skylights	Pasadena	577-1000	M
*Spago	Los Angeles	652-4032	E
Stratton's	Westwood Village	208-8880	M
Valentino	Santa Monica	829-4313	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. SW
Time: 30-35 min.
Taxi: $26.50
Limo: $10.00

DAILY AUTO RENTAL

Avis: $44.00
Budget: $46.00
Dollar: $44.00
Hertz: $53.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

LOUISVILLE, KY.

VITAL STATISTICS

Population: 968,300
Households: 362,800
Median Age: 32.5
Total EBI: $10,983,005,000
Median Hshld. EBI: $23,179
Total Retail Sales: $7,105,104,000
Buying Power Index: .3873
Chamber of Commerce: 566-5000
Convention & Visitors Bureau: 584-2121
Telephone Area Code: 502 (Kentucky); 812 (Indiana)

MEAL & LODGING COSTS

Avg. Daily Lodging: $71.50
Meals: B-$4.78
L-$8.71
D-$14.74

PER DIEM

Total: $99.73
Index: 74

TAX RATES

Meals: 5.0%
Lodging: 9.2%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
The Brown (a Hilton Hotel)	Louisville	583-1234	$87-135
Executive Inn	Louisville	367-6161	$53-67
Executive Inn-West	Louisville	367-2251	$53-67
Galt House	Louisville	589-5200	$63-91
Galt House-East	Louisville	589-3300	$76-93
Hilton East	Jeffersontown	499-6220	$60-106
Holiday Inn-Airport East	Louisville	452-6361	$55-73
Holiday Inn-Downtown	Louisville	582-2241	$64-70
Holiday Inn-Hurstbourne	Louisville	426-2600	$65-90
Holiday Inn-New Albany	New Albany, IN	945-2771	$47-55
Holiday Inn-Rivermont Centre	Louisville	897-5101	$58-68
Holiday Inn-Southeast	Louisville	454-0451	$55-67
Holiday Inn-Southwest	Louisville	448-2020	$48-50
Hyatt Regency Louisville	Louisville	587-3434	$63-140
Ramada Hurstbourne	Louisville	491-4830	$56-70

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
The Brown (a Hilton Hotel)	Louisville	583-1234	
Executive Inn	Louisville	367-6161	$53-67
Executive Inn-West	Louisville	367-2251	$56-67
Galt House	Louisville	589-5200	$70-85
Hilton East	Jeffersontown	499-6220	$63-108
Hyatt Regency Louisville	Louisville	587-3434	
Ramada Hurstbourne	Louisville	491-4830	$56-68

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Atrium at Hasenour's	Louisville	456-6789	M
Casa Grisanti	Louisville	584-4377	M
Empire Room	Louisville	367-6161	M
Ferd Grisanti's	Louisville	267-0050	M
Flagship	Louisville	589-5200	M
Hasenour's	Louisville	451-5210	M
Kunz's	Louisville	585-5555	M
Mamma Grisanti	Louisville	893-0141	M
Oak Room	Louisville	585-3200	M
Old Stone Inn	Simpsonville	722-8882	M
Sixth Avenue	Louisville	587-6664	M
Vincenzo's	Louisville	580-1350	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. S
Time: 15-20 min.
Taxi: $10.00
Limo: $4.50

DAILY AUTO RENTAL

Avis: $48.00
Budget: $45.00
Dollar: $47.00
Hertz: $49.00

MANCHESTER-NASHUA, N.H.

VITAL STATISTICS

Population: 333,100
Households: 123,500
Median Age: 32.3
Total EBI: $5,532,958,000
Median Hshld. EBI: $36,437
Total Retail Sales: $3,478,783,000
Buying Power Index: .1809
Chamber of Commerce: 625-5753/891-2471
Convention & Visitors Bureau: 625-5753/891-2471
Telephone Area Code: 603

MEAL & LODGING COSTS

Avg. Daily Lodging: $92.75
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: None
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton at Merrimack	Merrimack	424-6181	$74-98
Holiday Inn-The Center	Manchester	625-1000	$77-102
Sheraton Tara	Nashua	888-9970	$85-126
Sheraton Wayfarer Inn	Manchester	622-3766	$75-105

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion Somerset	Nashua	886-1200	
Hilton at Merrimack	Merrimack	424-6181	
Sheraton Tara	Nashua	888-9970	$75-116
Sheraton Wayfarer Inn	Manchester	622-3766	$60-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Levi Lowell's	Merrimack	429-0885	M
Upper Crust	Nashua	888-9970	M
Wayfarer	Manchester	622-3766	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. SE
Time: 15 min.
Taxi: $9.00
Limo: $45.00

DAILY AUTO RENTAL

Avis: $45.00
Budget: $45.00
Dollar: N.A.
Hertz: $46.00

MEMPHIS, TENN.

VITAL STATISTICS

Population: 981,200
Households: 356,600
Median Age: 30.7
Total EBI: $10,397,233,000
Median Hshld. EBI: $21,538
Total Retail Sales: $6,849,134,000
Buying Power Index: .3742
Chamber of Commerce: 523-2322
Convention & Visitors Bureau: 576-8181
Telephone Area Code: 901

MEAL & LODGING COSTS

Avg. Daily Lodging: $77.89
Meals: B-$5.66
L-$7.18
D-$17.95

PER DIEM

Total: $108.68
Index: 80

TAX RATES

Meals: 7.0%
Lodging: 12.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
French Quarter Inn	Memphis	728-4000	$82-117
Hilton-Memphis Airport	Memphis	332-1130	$59-94
Holiday Inn-Airport	Memphis	398-9211	$47-61
Holiday Inn-East	Memphis	682-7881	$59-90
Holiday Inn Crowne Plaza	Memphis	527-7300	$75-95
Howard Johnson	Memphis	345-1425	$43-56
Marriott Memphis	Memphis	362-6200	$105-135
Ridgeway Inn	Memphis	766-4000	$65-95
Sheraton Airport	Memphis	332-2370	$54-70

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Memphis Airport	Memphis	332-1130	$55-72
Holiday Inn Crowne Plaza	Memphis	527-7300	$65-97
Marriott Memphis	Memphis	362-6200	
Omni Memphis	Memphis	684-6664	
The Peabody	Memphis	529-4000	$105-145
Sheraton Airport	Memphis	332-2370	$45-51

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chez Philippe	Memphis	529-4000	M
Dux	Memphis	529-4000	M
Grisanti's	Memphis	458-2648	M
*Justine's	Memphis	527-3815	M-E
Paulette's	Memphis	726-5128	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. SE
Time: 15-20 min.
Taxi: $13.00
Limo: $6.00

DAILY AUTO RENTAL

Avis: $41.00
Budget: $40.00
Dollar: $35.00
Hertz: $48.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) Winner.

MIAMI-HIALEAH, FLA.

VITAL STATISTICS

Population: 1,850,400
Households: 710,300
Median Age: 37.4
Total EBI: $22,841,426,000
Median Hshld. EBI: $23,194
Total Retail Sales: $16,170,088,000
Buying Power Index: .8181
Chamber of Commerce: 350-7700/887-1515
Convention & Visitors Bureau: 573-4300
Telephone Area Code: 305

MEAL & LODGING COSTS

Avg. Daily Lodging: $122.60
Meals: B-$6.58
L-$10.12
D-$20.89

PER DIEM

Total: $160.19
Index: 118

TAX RATES

Meals: 5.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Airport Regency	Miami	441-1600	$73-80
David William	Coral Gables	445-7821	$75-95
Doubletree Coconut Grove	Miami	858-2500	$100-140
Embassy Suites	Miami Springs	634-5000	$109-139
Fontainebleau Hilton	Miami Beach	538-2000	$150-235
Hilton Airport & Marina	Miami	262-1000	$100-135
Holiday Inn-Civic Center	Miami	324-0800	$53-90
Holiday Inn-Convention Center	Miami Beach	534-1511	$78-95
Holiday Inn-Calder	Miami	621-5801	$65-89
Holiday Inn-Downtown	Coral Gables	443-2301	$75-94
Holiday Inn-Golden Glades	North Miami	949-1441	$54-76
Holiday Inn-Newport Pier	Miami Beach	949-1300	$60-154
Hotel Mia	Miami	871-4100	$79-129
Hotel Place St. Michel	Coral Gables	444-1666	$75-85
Hotel Riverparc Suites	Miami	374-5100	$114-134
Hyatt Regency	Coral Gables	441-1234	$155-175
Intercontinental	Miami	577-1000	$120-170
Marriott Biscayne Bay	Miami	374-3900	$135-150
Marriott Dadeland	Miami	663-1035	$110-130
Marriott Miami Airport	Miami	649-5000	$110-145
Omni International	Miami	374-0000	$110-145
Radisson Mart Plaza	Miami	261-3800	$95-135
Sheraton Americas	Hialeah Gardens	825-1000	$89-150
Sheraton Bal Harbour	Bal Harbour	865-7511	$155-250
Sheraton Brickell Point	Miami	373-6000	$105-152
Sheraton River House	Miami	871-3800	$95-140
Sheraton Royal Biscayne	Key Biscayne	361-5775	$130-205
Sofitel	Miami	264-4888	$95-135
Sonesta Beach Hotel	Key Biscayne	361-2021	$220-275

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Biltmore Hotel	Coral Gables	445-1926	$75-175
Clarion Castle Resort	Miami Beach	865-1500	$55-155
Deauville Hotel	Miami Beach	865-8511	$45-65
Doral Ocean Beach	Miami Beach	532-3600	$75-205
Doral Resort & Country Club	Miami	592-2000	$70-230
Eden Roc Resort	Miami Beach	531-0000	
Embassy Suites	Miami Springs	634-5000	$109-129
Fontainebleau Hilton	Miami Beach	538-2000	
Hilton Airport & Marina	Miami	262-1000	
Hyatt Regency	Coral Gables	441-1234	$155-210

MIAMI(cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hyatt Regency Miami	Miami	358-1234	$90-135
Intercontinental	Miami	577-1000	$80-145
Marriott Biscayne Bay	Miami	374-3900	$125-135
Marriott Miami Airport	Miami	649-5000	$85-125
Miami Lakes Inn	Miami Lakes	821-1150	$79-159
Omni International	Miami	374-0000	
Palm Bay Hotel & Club	Miami	757-3500	
Radisson Mart Plaza	Miami	261-3800	
Sheraton Americas	Hialeah Gardens	825-1000	$55-105
Sheraton Bal Harbour	Bal Harbour	865-7511	$90-220
Sheraton Brickell Point	Miami	373-6000	$125-165
Sheraton River House	Miami	871-3800	$75-115
Sonesta Beach Hotel	Key Biscayne	361-2021	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cafe Chauveron	Bay Harbor Island	866-8779	E
Le Cafe Royal	Miami	264-4888	M
Charade	Coral Gables	448-6077	M
Chef Allen's	North Miami Beach	935-2900	M
The Cove	Miami	262-1000	M-E
Danieli	Miami	757-3500	M-E
The Dining Galleries	Miami Beach	538-2000	M-E
Dominique's	Miami Beach	865-6500	E
Le Festival	Coral Gables	442-8545	M
La Fenice	Coral Gables	445-6603	M
The Fish Market	Miami	374-0000	M
The Forge	Miami Beach	538-8533	M
Grand Cafe	Miami	858-9600	E
*Joe's Stone Crab	Miami Beach	673-0365	
Louisiana	Coral Gables	445-0481	M
Pavillon Grill	Miami	577-1000	M
*The Rusty Pelican	Key Biscayne	361-3818	
Ristorante Tiberio	Bal Harbour	861-6161	M-E
The Steak House	Miami Beach	538-2000	E
Veronique's	Miami	374-3900	M
Vinton's	Coral Gables	445-2511	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. NW
Time: 20-30 min.
Taxi: $13.00
Limo: $6.75

DAILY AUTO RENTAL

Avis: $45.00
Budget: $35.00
Dollar: $37.00
Hertz: $43.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

MILWAUKEE, WISC.

VITAL STATISTICS

Population: 1,401,300
Households: 537,500
Median Age: 32.7
Total EBI: $18,616,645,000
Median Hshld. EBI: $27,680
Total Retail Sales: $9,863,013,000
Buying Power Index: .5977
Chamber of Commerce: 273-3000
Convention & Visitors Bureau: 800-231-0903/273-3950
Telephone Area Code: 414

MEAL & LODGING COSTS

Avg. Daily Lodging: $84.41
Meals: B-$5.66
L-$9.25
D-$18.93

PER DIEM

Total: $118.25
Index: 87

TAX RATES

Meals: 5.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Country Inn	Waukesha	547-0201	$61-67
Embassy Suites-West	Brookfield	782-2900	$85-250
Grand Hotel	Milwaukee	481-8000	$49-83
Holiday Inn-Waukesha	Waukesha	786-0460	$54-65
Howard Johnson Plaza	Milwaukee	273-2950	$42-73
Hyatt Regency	Milwaukee	276-1234	$95-139
Marc Plaza	Milwaukee	271-7250	$65-100
Marriott Hotel	Brookfield	786-1100	$98-127
Quality Inn	Milwaukee	481-2400	$45-56
Sheraton Mayfair	Wauwatosa	257-3400	$59-76
Sheraton North	Brown Deer	355-8585	$66-102

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Grand Hotel	Milwaukee	481-8000	$61-71
Hyatt Regency Milwaukee	Milwaukee	276-1234	$69-99
Marc Plaza	Milwaukee	271-7250	
Marriott Hotel	Brookfield	786-1100	$80-100
Pfister Hotel	Milwaukee	273-8222	$80-105
Wyndham Milwaukee Center	Milwaukee	276-8686	$82-112

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Boder's on the River	Mequon	242-0335	M
Boulevard Inn	Milwaukee	445-4221	M
English Room	Milwaukee	273-8222	M

NAME	BOROUGH	PHONE	PRICE CODE
Fleur de Lis	Milwaukee	278-8030	M
Fox and Hounds	Menomonee Falls	251-4100	M-E
Grenadier's	Milwaukee	276-0747	M
Harold's	Milwaukee	481-8000	M
John Byron's	Milwaukee	291-5220	M
*Karl Ratzsch's	Milwaukee	276-2720	M
*Mader's	Milwaukee	271-3377	M
River Lane Inn	Brown Deer	354-1995	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 15-25 min.
Taxi: $15.00
Limo: $6.25

DAILY AUTO RENTAL

Avis: $41.00
Budget: $45.00
Dollar: $30.00
Hertz: $41.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

MINNEAPOLIS-ST.PAUL, MINN.

VITAL STATISTICS

Population: 2,377,200
Households: 907,000
Median Age: 31.4
Total EBI: $35,180,256,000
Median Hshld. EBI: $30,814
Total Retail Sales: $19,092,209,000
Buying Power Index: 1.1151
Chamber of Commerce: 370-9132
Convention & Visitors Bureau: 348-4313
Telephone Area Code: 612

MEAL & LODGING COSTS

Avg. Daily Lodging: $86.93
Meals: B-$7.88
L-$9.30
D-$19.91

PER DIEM

Total: $124.02
Index: 92

TAX RATES

Meals: 7.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Thunderbird	Bloomington	854-3411	$59-72
Days Inn	Brooklyn Center	566-4140	$44-59
Embassy Suites	Minneapolis	333-3111	$92-102
Embassy Suites	St. Paul	224-5400	$84-94
Embassy Suites-Airport	Bloomington	854-1000	$99-109
Embassy Suites-Bloomington	Bloomington	884-4811	$91-101
Hilton Airport	Minneapolis	854-2100	$75-125
Hilton Inn	Minneapolis	331-1900	$61-84
Holiday Inn-Airport	Bloomington	854-9000	$63-88
Holiday Inn-Crowne Plaza West	St. Louis Park	593-1918	$74-84
Holiday Inn-East	St. Paul	731-2220	$65-75
Holiday Inn-Metrodome	Minneapolis	333-4646	$65-85
Holiday Inn-North	Brooklyn Center	566-4140	$57-82
Holiday Inn-North	Roseville	636-4567	$55-63
Holiday Inn-Shoreview	Shoreview	482-0402	$55-59
Hyatt Regency	Minneapolis	370-1234	$85-140
Luxeford Hotel	Minneapolis	332-6800	$85-95
Marriott Bloomington	Bloomington	854-7441	$49-112
Marriott City Center	Minneapolis	349-4000	$119-134
Marriott Courtyard	Mendota Heights	452-2000	$48-68
Omni Northstar	Minneapolis	338-2288	$85-130
Quality Inn-Plymouth	Minneapolis	553-1600	$50-62
Radisson-St. Paul	St. Paul	292-1900	$85-105
Radisson Hotel-Minnetonka	Minnetonka	593-0000	$79-99
Radisson Hotel-South	Bloomington	835-7800	$80-105
Radisson Inn-University	Minneapolis	379-8888	$70-102
Radisson Plaza	Minneapolis	339-4900	$109-124
Ramada Inn-St. Paul	St. Paul	735-2330	$58-72
The Registry	Bloomington	854-2244	$100-125
The Ritz	Minneapolis	332-4000	$69-89
Sheraton Airport	Minneapolis	854-1771	$69-95
Sheraton Midway	St. Paul	642-1234	$67-87
Sheraton Northwest	Brooklyn Park	566-8855	$61-77
Sheraton Park Place	Minneapolis	542-8600	$88-112
Sofitel	Bloomington	835-1900	$89-139
Vista Marquette	Minneapolis	332-2351	$100-150
The Whitney	Minneapolis	339-9300	$110-135

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Earle Brown Continuing Education Center	St. Paul	624-3275	
Embassy Suites-Bloomington	Bloomington	884-4811	$79-101
Hilton Airport	Bloomington	854-2100	$69-115
Hilton Inn	Minneapolis	331-1900	
Holiday Inn-Airport	Bloomington	854-9000	$49-89
Holiday Inn-Downtown	Minneapolis	332-0371	$56-86
Holiday Inn-Metrodome	Minneapolis	333-4646	$50-85
Holiday Inn-Roseville	Roseville	636-4567	$49-65
Hyatt Regency	Minneapolis	370-1234	
Marriott Bloomington	Bloomington	854-7441	$55-109
Marriott City Center	Minneapolis	349-4000	
Normandy Inn	Minneapolis	370-1400	$42-56
Northland Inn	Brooklyn Park	536-8300	$150-185
Radisson-St. Paul	St. Paul	292-1900	$62-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Hotel-Minnetonka	Minnetonka	593-0000	$65-85
Radisson Hotel-South	Bloomington	835-7800	
Radisson Inn-University	Minneapolis	379-8888	
Ramada Inn-St. Paul	St. Paul	735-2330	$45-74
The Registry	Bloomington	854-2244	$80-90
Scanticon Conference Center	Plymouth	559-6600	$140-177
Sheraton Northwest	Brooklyn Park	566-8855	$45-75
Sheraton Park Place	Minneapolis	542-8600	$60-80
Sofitel	Bloomington	835-1900	$89-139
Spring Hill Center	Wayzata	473-0221	
Vista Marquette	Minneapolis	332-2351	$80-135

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bali Hai	St. Paul	777-5500	M
Blue Horse	St. Paul	645-8101	M-E
Le Cafe Royal	Minneapolis	835-0126	M
Camelot	Bloomington	835-2455	M
510	Minneapolis	874-6440	M-E
Gustino's	Minneapolis	349-4000	M
Jax Cafe	Minneapolis	789-7297	M
Latour	Bloomington	854-2244	M
Lexington	St. Paul	222-5878	M
Lord Fletcher's of the Lake	Spring Park	471-8513	M
Murray's	Minneapolis	339-0909	M
Orion Room	Minneapolis	349-6250	M
Rosewood Room	Minneapolis	388-2288	M
Seasons on the Park	Minneapolis	542-8600	M
Venetian Inn	St. Paul	484-7215	M
Willows	Minneapolis	370-1234	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. SE
Time: 20-30 min.
Taxi: $18.00
Limo: $6.50

DAILY AUTO RENTAL

Avis: $45.00
Budget: $44.00
Dollar: $32.00
Hertz: $46.00

NASHVILLE, TENN.

VITAL STATISTICS

Population: 985,000
Households: 373,200
Median Age: 32.5
Total EBI: $12,330,688,000
Median Hshld. EBI: $25,373
Total Retail Sales: $6,288,127,000
Buying Power Index: .3959
Chamber of Commerce: 259-3900
Convention & Visitors Bureau: 259-3900
Telephone Area Code: 615

MEAL & LODGING COSTS

Avg. Daily Lodging: $94.80
Meals: B-$6.31
L-$12.08
D-$20.23

PER DIEM

Total: $133.42
Index: 99

TAX RATES

Meals: 7.0%
Lodging: 11.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Wayside Inn	Murfreesboro	896-2320	$29-70
Clarion Maxwell House	Nashville	259-4343	$84-104
Doubletree Hotel	Nashville	244-8200	$85-120
Elm Hill Inn	Nashville	889-8910	$79-99
Holiday Inn	Murfreesboro	896-2420	$50-80
Howard Johnson-North	Nashville	226-4600	$39-68
Hyatt Regency	Nashville	259-1234	$85-135
Marriott Nashville	Nashville	889-9300	$99-120
Opryland Hotel	Nashville	889-1000	$114-175
Park Suite Hotel	Nashville	871-0033	$94-109
Quality Inn-Airport	Nashville	361-7666	$49-61
Sheraton-Music City	Nashville	885-2200	$79-128
Stouffer Hotel	Nashville	255-8400	$114-139
Union Station	Nashville	726-1001	$99
Vanderbilt Plaza	Nashville	320-1700	$94-144

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion Maxwell House	Nashville	259-4343	
Doubletree Hotel	Nashville	244-8200	$65-90
Hilton Airport	Nashville	361-7666	
Hyatt Regency	Nashville	259-1234	
Marriott Nashville	Nashville	889-9300	$79-130
Opryland Hotel	Nashville	889-1000	
Park Suite Hotel	Nashville	871-0033	$75-92
Sheraton-Music City	Nashville	885-2200	$70-120
Stouffer Nashville	Nashville	255-8400	
Vanderbilt Plaza	Nashville	320-1700	$65-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arthur's	Nashville	383-8841	E
Belair	Nashville	885-2200	M
Chancellor's	Nashville	320-1700	M
Christopher's Down Under	Nashville	383-5900	M-E
Crown Court	Nashville	259-4343	M
Hermitage Dining Room	Nashville	244-3121	M
Julian's	Nashville	327-2412	M-E
Mario's	Nashville	327-3232	M
Maude's Courtyard	Nashville	320-0543	M
Old Hickory Room	Nashville	889-1000	M-E
Plaza on the Green	Nashville	871-0033	M
Sperry's	Nashville	353-0809	M
Upper Crust	Nashville	329-2244	E
Vizcaya	Nashville	321-3021	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. SE
Time: 15-45 min.
Taxi: $13.00
Limo: $8.00

DAILY AUTO RENTAL

Avis: $41.00
Budget: $44.00
Dollar: $39.00
Hertz: $46.00

NASSAU-SUFFOLK, N.Y.

VITAL STATISTICS

Population: 2,669,200
Households: 877,400
Median Age: 34.6
Total EBI: $46,281,458,000
Median Hshld. EBI: $41,534
Total Retail Sales: $24,431,910,000
Buying Power Index: 1.4180
Chamber of Commerce: 499-4400
Convention & Visitors Bureau: 794-4222
Telephone Area Code: 516

MEAL & LODGING COSTS

Avg. Daily Lodging: $146.47
Meals: B-$7.94
L-$12.40
D-$24.10

PER DIEM

Total: $190.91
Index: 141

TAX RATES

Meals: 7.25% (Nassau); 8.25% (Suffolk)
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Aliano's Beachcomber	Cutchogue	734-6370	$95-185
Burt Bacharach's East Norwich Inn	East Norwich	922-1500	$105-140
Driftwood	Montauk	668-5744	$115-135
Gurney's Inn	Montauk	668-2345	$250-310
Hampton Maid	Hampton Bays	728-4166	$90-110
Holiday Inn	Ronkonkoma	585-9500	$95-123
Holiday Inn-Plainview	Plainview	349-7400	$104-119
Holiday Inn-Riverhead	Riverhead	369-2200	$91-137
Holiday Inn-Westbury	Westbury	997-5000	$105-125
Marriott-Long Island	Uniondale	794-3800	$140-185
Montauk Yacht Club & Inn	Star Island	668-3100	$210-225
Pickwick Motor Inn	Plainview	694-6500	$85-100
Seacrest Motel	Amagansett	267-3159	$150-285
Sheraton Smithtown	Smithtown	231-1100	$124-170
Southampton Motel	Southampton	283-6500	$132-154

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Garden City Hotel	Garden City	747-3000	
Harrison Conference Center	Glen Cove	671-6400	$199-289
Marriott-Long Island	Uniondale	794-3800	$89-139
Montauk Yacht Club & Inn	Star Island	668-3100	
Royce Carlin Hotel	Huntington	845-1000	
Sheraton Smithtown	Smithtown	231-1100	$75-133

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Amato's	Amityville	598-2229	M
Arbor Inn	Rockville Center	766-7900	M
Armando's Seafood Barge	Southold	765-3010	M
Arturo's	Bellerose	352-7418	M
The Bowden Square	Southampton	283-2800	M-E
Capriccio	Jericho	931-2727	M-E
La Coquille	Manhasset	365-8422	M
L'Endroit	East Hills	621-6630	M-E
Frog & the Peach	St. James	265-9865	M
La Gazelle	Southold	765-2656	M
Lincoln Inn	Rockville Centre	536-6022	M
La Mansarde	Amityville	691-6881	M
La Marmite	Williston Park	746-1243	M
La Mascotte	Commack	499-6446	M-E
Riverview	Oakdale	589-2694	M
Scotch and Sirloin	Carle Place	741-2022	M
1770 House	East Hampton	324-1770	M-E
Smithtown Haus	Smithtown	979-9113	M
La Stagione	Westbury	333-1335	M
Steve's Pier 1	Bayville	628-2153	M
Three Village Inn	Stony Brook	751-0555	M
Viennese Coach	Syosset	921-2380	M
Westbury Manor	Westbury	333-7117	M
Zanghi	Glen Cove	759-0900	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: (Distances, times, and
Time: rates vary widely, depending
Taxi: on airport—JFK, LaGuardia, or
Limo: MacArthur—and destination.)

DAILY AUTO RENTAL

Avis: $55.00
Budget: $50.00
Dollar $51.00
Hertz: $55.00

NEW HAVEN-WATERBURY-MERIDEN, CONN.

VITAL STATISTICS

Population: 793,600
Households: 295,800
Median Age: 34.6
Total EBI: $12,327,992,000
Median Hshld. EBI: $32,636
Total Retail Sales: $6,160,142,000
Buying Power Index: .3779
Chamber of Commerce: 787-6735/757-0701/235-7901
Convention & Visitors Bureau: 787-8822/597-9527/630-4105
Telephone Area Code: 203

MEAL & LODGING COSTS

Avg. Daily Lodging: $83.50
Meals: B-$5.98
L-$8.92
D-$18.66

PER DIEM
Total: $117.06
Index: 86

TAX RATES
Meals: 7.5%
Lodging: 7.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Howard Johnson	Milford	878-4611	$45-85
Sheraton Waterbury	Waterbury	573-1001	$80-124

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Park Plaza Hotel	New Haven	772-1700	$55-80
Sheraton Waterbury	Waterbury	573-1001	$80-107

RESTAURANTS**

NAME	CITY	PHONE	PRICE CODE
Bacco's	Waterbury	755-1173	M
500 Blake St.	Westville	387-0500	M
The Gathering	Milford	878-6573	M
Millpond Taverne	Northford	484-9316	M
La Mirage	North Haven	239-1961	M
Top of the Park	New Haven	772-1700	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. SE
Time: 15 min.
Taxi: $3.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $46.00
Budget: $40.00
Dollar: N.A.
Hertz: $40.00

** None of the restaurants in this metro area meet the established criteria for inclusion in the *Survey's* listings. Therefore, a sampling of local restaurants has been selected independently.

NEW ORLEANS, LA.

VITAL STATISTICS

Population: 1,324,400
Households: 489,900
Median Age: 30.8
Total EBI: $13,095,215,000
Median Hshld. EBI: $20,171
Total Retail Sales: $8,983,276,000
Buying Power Index: .4850
Chamber of Commerce: 527-6900
Convention & Visitors Bureau: 566-5011
Telephone Area Code: 504

MEAL & LODGING COSTS

Avg. Daily Lodging: $120.31
Meals: B-$7.02
L-$11.05
D-$22.96

PER DIEM
Total: $161.34
Index: 119

TAX RATES
Meals: 9.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion New Orleans	New Orleans	522-4500	$83-137
Dauphine Orleans	(French Quarter)	586-1800	$85-115
Fairmont	New Orleans	529-7111	$125-195
Hilton Riverside & Towers	New Orleans	561-0500	$120-175
Holiday Inn-Airport	Kenner	467-5611	$62-89
Holiday Inn-Chateau le Moyne	(French Quarter)	581-1303	$82-103
Holiday Inn Crowne Plaza	New Orleans	525-9444	$103-139
Holiday Inn-Gretna	Gretna	366-2361	$42-52
Holiday Inn-Slidell	Slidell	643-9770	$45-61
Howard Johnson Plaza	Metairie	833-8211	$49-70
Hyatt Regency	New Orleans	561-1234	$135-160
Maison Dupuy	(French Quarter)	586-8000	$95-115
Marriott New Orleans	New Orleans	581-1000	$140-160
Le Meridien	New Orleans	525-6500	$115-155
Monteleone	(French Quarter)	523-3341	$92-144
Pontchartrain	New Orleans	524-0581	$105-145
Prytania Park	New Orleans	524-0427	$59-119
Radisson Suites	New Orleans	525-1993	$108-455
Le Richelieu	(French Quarter)	529-2492	$65-90
Sheraton New Orleans	New Orleans	525-2500	$119-155
Westin Canal Place	New Orleans	566-7006	$155-235

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion New Orleans	New Orleans	522-4500	
Doubletree Hotel	New Orleans	581-1300	$82-128
Fairmont Hotel	New Orleans	529-7111	$125-195
Hilton New Orleans Airport	Kenner	469-5000	
Hilton Riverside & Towers	New Orleans	561-0500	
Hyatt Regency	New Orleans	561-1234	
Intercontinental Hotel	New Orleans	525-5566	
Landmark Hotel & Towers	Metairie	888-9500	
Marriott New Orleans	New Orleans	581-1000	$79-160
Meridien	New Orleans	525-6500	
Monteleone	(French Quarter)	523-3341	
Omni Royal Orleans	(French Quarter)	529-5333	$80-150
Royal Sonesta Hotel	(French Quarter)	586-0300	$105-185
Sheraton New Orleans	New Orleans	525-2500	
Westin Canal Place	New Orleans	566-7006	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Andrea's	Metairie	834-8583	M
*Antoine's	(French Quarter)	581-4422	M-E
*Arnaud's	(French Quarter)	523-5433	M-E
*Brennan's	(French Quarter)	525-9711	M-E
Broussard's	(French Quarter)	581-3866	M
Caribbean Room	New Orleans	524-3178	M
Le Chateau	Gretna	392-4690	M
Christian's	New Orleans	482-4924	M
*Commander's Palace	New Orleans	899-8221	M-E
*Court of Two Sisters	(French Quarter)	522-7261	M
Crozier's Restaurant Francais	New Orleans	241-8220	M
Delmonico	New Orleans	523-9307	M
*Galatoire's	(French Quarter)	525-2021	M
Grill Room	New Orleans	523-6000	M
Henri	New Orleans	525-6500	M-E
Le Jardin	New Orleans	566-7006	M-E
*K-Paul's Louisiana Kitchen	(French Quarter)	942-7538	
Mr. B's	(French Quarter)	523-2078	M
Moran's Riverside	(French Quarter)	529-1583	M
Occhipinti's	Metairie	888-1131	M
*Pascal Manale's	New Orleans	895-4877	
Rib Room	(French Quarter)	529-7045	M
River View	New Orleans	581-1000	M
La Riviera	Metairie	886-6238	M
Le Ruth's	Gretna	362-4914	M-E
Santa Fe	New Orleans	944-6854	M
Sazerac	New Orleans	529-7111	M-E
Terrace Court	New Orleans	522-4500	M
Tour Eiffel	New Orleans	524-2555	M-E
Versailles	New Orleans	524-2535	M
Willy Coln's Chalet	Gretna	361-3860	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. W
Time: 30-40 min.
Taxi: $18.00
Limo: $7.00

DAILY AUTO RENTAL

Avis: $47.00
Budget: $42.00
Dollar: $38.00
Hertz: $39.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

NEW YORK, N.Y.

VITAL STATISTICS

Population: 8,576,900
Households: 3,458,700
Median Age: 35.2
Total EBI: $120,894,397,000
Median Hshld. EBI: $23,227
Total Retail Sales: $52,563,406,000
Buying Power Index: 3.6279
Chamber of Commerce: 561-2042
Convention & Visitors Bureau: 397-8200
Telephone Area Code: 212 (Manhattan); 718 (Brooklyn & Queens)

MEAL & LODGING COSTS

Avg. Daily Lodging: $200.98
Meals: B-$11.15
L-$17.84
D-$34.26

PER DIEM
Total: $264.23
Index: 195

TAX RATES
Meals: 8.25%
Lodging: 13.25%

HOTELS/MOTELS

NAME	BOROUGH	PHONE	RATES
Algonquin	Manhattan	840-6800	$140-160
Doral Tuscany	Manhattan	686-1600	$175-250
Drake Swissotel	Manhattan	421-0900	$195-260
Essex House	Manhattan	247-0300	$175-265
Grand Hyatt	Manhattan	883-1234	$195-275
Halloran House	Manhattan	755-4000	$140-170
Helmsley Park Lane	Manhattan	371-4000	$180-265
Hilton & Towers-Rockefeller Center	Manhattan	586-7000	$150-220
Lombardy	Manhattan	753-8600	$150-165
Lowell	Manhattan	838-1400	$190-240
Marriott LaGuardia	Queens	565-8900	$129-190
Marriott Marquis	Manhattan	398-1900	$200-250
Morgans	Manhattan	686-0300	$155-205

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
New York Helmsley	Manhattan	490-8900	$170-240
Novotel	Manhattan	315-0100	$135-175
Omni Berkshire Place	Manhattan	753-5800	$195-260
Omni Park Central	Manhattan	247-8000	$135-195
Parker Meridien	Manhattan	245-5000	$180-265
Penta	Manhattan	736-5000	$99-235
Shelburne Murray Hill	Manhattan	689-5200	$150-340
Sheraton Centre	Manhattan	581-1000	$135-210
Sheraton City Squire	Manhattan	581-3300	$135-210
Sheraton Park Avenue	Manhattan	685-7676	$170-285
Sheraton St. Regis	Manhattan	753-4500	$175-255
Sherry-Netherland	Manhattan	355-2800	$185-250
Vista International	Manhattan	938-9100	$195-305
Westbury	Manhattan	535-2000	$210-270

MEETING SITES/CONFERENCE CENTERS

NAME	BOROUGH	PHONE	GROUP RATES
Barbizon Plaza	Manhattan	247-7000	
Essex House	Manhattan	247-0300	
Grand Hyatt	Manhattan	883-1234	$150-220
Hilton & Towers-Rockefeller Center	Manhattan	586-7000	
Holiday Inn-JFK Airport	Queens	659-0200	$120-150
Intercontinental	Manhattan	755-5900	$195-265
Loews Summit	Manhattan	752-7000	$125-155
Macklowe Hotel	Manhattan	869-5800	
Marriott JFK Airport	Queens	659-6000	$95-130
Marriott LaGuardia	Queens	565-8900	$100-155
Marriott Marquis	Manhattan	398-1900	
Omni Park Central	Manhattan	247-8000	
Penta	Manhattan	736-5000	$130-235
The Plaza	Manhattan	759-3000	
Roosevelt Hotel	Manhattan	661-9600	
Royal Concordia	Manhattan	307-5000	$225-405
Royce Hotel-LaGuardia	Queens	446-4800	$70-150
Sheraton Centre	Manhattan	581-1000	
Vista International	Manhattan	938-9100	$100-245
Waldorf Astoria	Manhattan	355-3000	$180-265

RESTAURANTS

NAME	BOROUGH	PHONE	PRICE CODE
Adrienne	Manhattan	247-2200	M
American Harvest	Manhattan	938-9100	M
Aurora	Manhattan	692-9292	M-E
Le Bernardin	Manhattan	489-1515	E
Bice	Manhattan	688-1999	M
Bouley	Manhattan	608-3852	M
Box Tree	Manhattan	758-8320	E
Bull & Bear	Manhattan	872-4900	M
Cafe Des Artistes	Manhattan	877-3500	M
Cafe Pierre	Manhattan	940-8185	M-E
La Caravelle	Manhattan	586-4252	E
Carlyle Restaurant	Manhattan	744-1600	M
Cellar in the Sky	Manhattan	938-1111	E
Le Chantilly	Manhattan	751-2931	M
Chez Louis	Manhattan	752-1400	M
China Grill	Manhattan	333-7788	M
Le Cirque	Manhattan	794-9292	M-E
Coach House	Manhattan	777-0303	M
La Cote Basque	Manhattan	688-6525	E
Le Cygne	Manhattan	759-5941	E
Edwardian Room	Manhattan	546-5310	M-E
L'Endroit	Manhattan	759-7373	M
*The Four Seasons	Manhattan	754-9494	M-E
Gage & Tollner	Brooklyn	875-5181	M-E
La Galerie	Manhattan	753-5970	M
*Gallagher's	Manhattan	245-5336	M-E
Giambelli 50th	Manhattan	688-2760	M
Gloucester House	Manhattan	755-7394	M-E
Gotham Bar & Grill	Manhattan	620-4020	M
La Grenouille	Manhattan	752-1495	E
Inagiku	Manhattan	872-4590	M-E
J.W.'s	Manhattan	398-1900	M
Jockey Club	Manhattan	664-7700	M-E
Johnathan Waxman	Manhattan	772-6800	E
Laurent	Manhattan	753-2729	M-E
*Lutèce	Manhattan	752-2225	E
*Mamma Leone's	Manhattan	586-5151	M
Manhattan Ocean Club	Manhattan	371-7777	M
Maurice	Manhattan	245-5000	M-E
La Metairie	Manhattan	988-1800	M
Mitsukoshi	Manhattan	935-6444	M-E
*The Oyster Bar at Grand Central Station	Manhattan	490-6650	M-E
Il Palazzo	Manhattan	924-3800	M
Palio	Manhattan	245-4850	M
*The Palm	Manhattan	687-2953	M
Park Room	Manhattan	371-4000	E
Le Perigord	Manhattan	755-6244	E
*Peter Luger's	Brooklyn	387-7400	M
Petrossian	Manhattan	245-2214	M-E
Polo	Manhattan	535-9141	M-E
Post House	Manhattan	935-2888	M
Prunelle	Manhattan	759-6410	E
Quilted Giraffe	Manhattan	593-1221	E
Raga	Manhattan	757-3450	M
Rakel	Manhattan	929-1630	M
Raphael	Manhattan	582-8993	M
Le Refuge	Manhattan	861-4505	M
Le Regence	Manhattan	606-4647	E
Rendez-vous	Manhattan	753-5970	M
Rene Pujol	Manhattan	246-3023	M
La Reserve	Manhattan	247-2993	E
Restaurant Lafayette	Manhattan	832-1565	E
*The River Cafe	Brooklyn	522-5200	E
*Russian Tea Room	Manhattan	265-0947	M-E
Sea Grill	Manhattan	246-9201	M
*Sign of the Dove	Manhattan	861-8080	E
*Smith & Wollensky	Manhattan	753-1530	M
Sparks Steak House	Manhattan	687-4855	M
The Stanhope Dining Room	Manhattan	288-5800	E
Tapis Rouge	Manhattan	732-5555	M
*Tavern on the Green	Manhattan	873-3200	M-E
The Terrace	Manhattan	666-9490	M-E
Toscana Ristorante	Manhattan	371-8144	M
Le Trianon	Manhattan	888-7000	M-E
La Tulipe	Manhattan	691-8860	E
"21" Club	Manhattan	582-7200	E
Il Valetto	Manhattan	838-3939	M-E
Water's Edge	Queens	482-0033	M
*Windows on the World	Manhattan	938-1111	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: Kennedy-15 mi. SE
LaGuardia-8 mi. NE
Newark-16 mi. SW
Time: Kennedy-35-60 min.
LaGuardia-20-40 min.
Newark-30-45 min.
Taxi: Kennedy-$27.00 to $33.00
LaGuardia-$19.00
Newark-$32.00
Limo: Kennedy-$8.00
LaGuardia-$6.00
Newark-$7.00

DAILY AUTO RENTAL

Avis: $55.00
Budget: $50.00
Dollar: $51.00
Hertz: $55.00

Notes: New York City is divided into five boroughs—the Bronx, Brooklyn, Manhattan, Queens, and Staten Island. Listings of Hotels/Motels, Meeting Sites/Conference Centers, and Restaurants are followed by the appropriate borough. In the Restaurant listings; an asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

NEWARK, N.J.

VITAL STATISTICS

Population: 1,902,700
Households: 694,900
Median Age: 34.8
Total EBI: $32,388,933,000
Median Hshld. EBI: $34,806
Total Retail Sales: $13,135,365,000
Buying Power Index: .9224
Chamber of Commerce: CHA-MBER
Convention & Visitors Bureau: N.A.
Telephone Area Code: 201

MEAL & LODGING COSTS

Avg. Daily Lodging: $134.13
Meals: B-$6.58
L-$9.14
D-$24.37

PER DIEM

Total: $174.22
Index: 129

TAX RATES

Meals: 6.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Secaucus	864-7300	$134-164
Hilton Gateway	Newark	622-5000	$105-170
Hilton Meadowlands	Secaucus	348-6900	$105-145
Hilton Parsippany	Parsippany	267-7373	$99-159
Marriott Hanover	Whippany	538-8811	$64-153
Marriott Newark Airport	Newark	623-0006	$142-167
Marriott Saddle Brook	Saddle Brook	843-9500	$122-142
Sheraton Tara	Parsippany	515-2000	$110-165

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton at Short Hills	Short Hills	379-0100	$120-180
Hilton Gateway	Newark	622-5000	$60-135
Hilton Meadowlands	Secaucus	348-6900	
Holiday Inn-Fort Lee	Fort Lee	461-3100	$60-104
Holiday Inn-Jetport	Elizabeth	355-1700	
Holiday Inn-North	Newark	589-1000	$88-131
Loews Glenpointe	Teaneck	836-0600	$120-180
Marriott Newark Airport	Newark	623-0006	
Marriott Saddle Brook	Saddle Brook	843-9500	
Sheraton Hotel & Towers	Hasbrouck Heights	288-6100	

NEWARK(cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Meadowlands	East Rutherford	896-0500	$89-135
Sheraton Newark Airport	Elizabeth	527-1600	
Sheraton Woodbridge Place	Iselin	634-3600	
Vista International-Newark Airport	Elizabeth	351-3900	$120-155

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Llewellyn Farms	Morris Plains	538-4323	M
Priscilla's	Newark	623-0006	M
Sonny D	Secaucus	867-1065	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. S
Time: 20 min.
Taxi: $12.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $49.00
Budget: $52.00
Dollar: $40.00
Hertz: $49.00

NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA.

VITAL STATISTICS

Population: 1,372,300
Households: 470,100
Median Age: 29.9
Total EBI: $16,312,648,000
Median Hshld. EBI: $26,197
Total Retail Sales: $9,184,171,000
Buying Power Index: .5455
Chamber of Commerce: 622-2312/490-1221/838-4182
Convention & Visitors Bureau: 441-5266/428-8000
Telephone Area Code: 804

MEAL & LODGING COSTS

Avg. Daily Lodging: $89.82
Meals: B-$5.17
L-$7.18
D-$19.09

PER DIEM
Total: $121.26
Index: 90

TAX RATES
Meals: 8.5%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cavalier Oceanfront	Virginia Beach	425-8555	$94-134
Hilton Airport	Norfolk	466-8000	$63-106
Holiday Inn-Greenbriar	Chesapeake	523-1500	$55-85
Holiday Inn-Newport News	Newport News	826-4500	$49-59
Holiday Inn-Waterfront	Portsmouth	393-2573	$67-83
Holiday Inn Executive Center	Virginia Beach	499-4400	$67-79
Holiday Inn on the Ocean	Virginia Beach	428-1711	$45-120
Marriott Courtyard	Virginia Beach	490-2002	$60-70
Omni International	Norfolk	622-6664	$69-141
Omni Virginia Beach	Virginia Beach	473-1700	$75-85
Radisson Hampton	Hampton	727-9700	$74-104
Ramada Inn-Newport News	Newport News	599-4460	$55-70
Ramada Inn-Virginia Beach	Virginia Beach	425-5151	$105-115
Ramada Oceanside Tower	Virginia Beach	428-7025	$95-135
Sheraton Beach Inn	Virginia Beach	425-9000	$104-129
Sheraton Coliseum	Hampton	838-5011	$53-90
Virginia Beach Resort	Virginia Beach	481-9000	$99-220

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Cavalier Oceanfront	Virginia Beach	425-8555	
Chamberlin Hotel	Fort Monroe	723-6511	
Hilton Airport	Norfolk	466-8000	$55-65
Holiday Inn Executive Center	Virginia Beach	499-4400	$55-65
Holiday Inn Waterside	Norfolk	627-5555	
Omni International	Norfolk	622-6664	$58-108
Radisson Virginia Beach	Virginia Beach	422-8900	$49-110
Sheraton Beach Inn	Virginia Beach	425-9000	$36-103
Virginia Beach Resort & Conference Center	Virginia Beach	481-9000	$50-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Broche	Virginia Beach	428-0655	M
Le Charlieu	Norfolk	623-7202	M
Esplanade	Norfolk	623-0333	M
Iron Gate	Virginia Beach	422-0001	E
Lockhart's Seafood Restaurant	Norfolk	588-0405	M
The Max	Portsmouth	397-1866	M
Orion's Top of the Cavalier	Virginia Beach	425-8555	M-E
Ship's Cabin	Norfolk	480-2526	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. NE
Time: 15-25 min.
Taxi: $15.00
Limo: $5.25

DAILY AUTO RENTAL

Avis: $43.00
Budget: $40.00
Dollar: N.A.
Hertz: $50.00

OAKLAND, CAL.

VITAL STATISTICS

Population: 2,009,100
Households: 778,100
Median Age: 33.2
Total EBI: $34,406,510,000
Median Hshld. EBI: $34,640
Total Retail Sales: $14,699,893,000
Buying Power Index: .9928
Chamber of Commerce: 451-7800
Convention & Visitors Bureau: 839-9000
Telephone Area Code: 415

MEAL & LODGING COSTS

Avg. Daily Lodging: $108.77
Meals: B-$7.29
L-$12.29
D-$19.69

PER DIEM
Total: $148.04
Index: 109

TAX RATES
Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Concord	Concord	827-2000	$85-145
Hilton Newark/Fremont	Newark	490-8390	$74-119
Hilton Oakland Airport	Oakland	635-5000	$99-129
Hilton Pleasanton	Pleasanton	463-8000	$65-128
Holiday Inn-Pleasanton	Pleasanton	847-6000	$67-87
Hyatt at Oakland Int'l.	Oakland	562-6100	$79-124
Hyatt Regency	Oakland	893-1234	$120-160
Lafayette Park	Lafayette	283-3700	$110-140
Marriott Berkeley Marina	Berkeley	548-7920	$135-157
Ramada Renaissance	Walnut Creek	935-8866	$80-130
Sheraton Pleasanton	Pleasanton	460-8800	$70-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Claremont Resort Hotel	Oakland	843-3000	$99-209
Hilton Concord	Concord	827-2000	$69-120
Hilton Newark/Fremont	Newark	490-8390	
Hilton Oakland Airport	Oakland	635-5000	$75-110
Hilton Pleasanton	Pleasanton	463-8000	
Holiday Inn-Concord	Concord	687-5500	$45-85
Holiday Inn-Oakland Airport	Oakland	562-5311	
Hyatt at Oakland Int'l.	Oakland	562-6100	$55-124
Hyatt Regency	Oakland	893-1234	$95-115
Marriott Berkeley Marina	Berkeley	548-7920	$95-125
Ramada Renaissance	Walnut Creek	935-8866	$75-120
Sheraton Hotel & Conference Center	Concord	825-7700	
Sheraton Pleasanton	Pleasanton	460-8800	$75-95

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beau Rivage	Alameda	523-1660	M
Ducks & Company	Oakland	562-6100	M
Pandanus	Concord	827-2000	M
Pavilion Room	Oakland	843-3000	M
Restaurant Metropole	Berkeley	848-3080	M
Rue de Main	Hayward	537-0812	M
Trader Vic's	Emeryville	653-3400	M
Wente Bros. Wine Cellars	Livermore	447-3023	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SE
Time: 35-45 min.
Taxi: $16.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $48.00
Budget: $36.00
Dollar: $47.00
Hertz: $42.00

OKLAHOMA CITY, OKLA.

VITAL STATISTICS

Population: 983,800
Households: 377,600
Median Age: 31.8
Total EBI: $10,070,351,000
Median Hshld. EBI: $20,239
Total Retail Sales: $7,377,849,000
Buying Power Index: .3788
Chamber of Commerce: 278-8900
Convention & Visitors Bureau: 278-8912
Telephone Area Code: 405

MEAL & LODGING COSTS

Avg. Daily Lodging: $67.00
Meals: B-$5.33
L-$9.08
D-$19.09

PER DIEM
Total: $100.50
Index: 74

TAX RATES
Meals: 7.0%
Lodging: 7.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Saddleback Inn	Oklahoma City	947-7000	$45-62
Embassy Suites	Oklahoma City	682-6000	$82-92
Holiday Inn	Shawnee	273-3000	$38-48
Holiday Inn-Airport West	Oklahoma City	942-8511	$53-76

HOTELS/MOTELS

NAME	BOROUGH	PHONE	RATES
Marriott Oklahoma City	Oklahoma City	842-6633	$95-107
Sheraton Century Center	Oklahoma City	235-2780	$55-90
Sheraton Edmond	Edmond	341-3577	$51-61
Sheraton Norman	Norman	364-2882	$44-73

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Inn-West	Oklahoma City	947-7681	$44-64
Holiday Inn-Airport West	Oklahoma City	942-8511	
Lincoln Plaza Hotel & Conference Center	Oklahoma City	528-2741	
Marriott Oklahoma City	Oklahoma City	842-6633	
Sheraton Century Center	Oklahoma City	235-2780	
Waterford Hotel	Oklahoma City	848-4782	$69-89

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Aloha Garden	Oklahoma City	686-0288	M
Applewoods	Oklahoma City	947-8484	M
Burgundy's	Oklahoma City	682-6000	M
Chatfield's	Oklahoma City	842-6633	M
Eagle's Nest	Oklahoma City	840-5655	M
Eddy's of Oklahoma City	Oklahoma City	787-2944	M
Greybill's	Oklahoma City	235-2780	M
Park Avenue Room	Oklahoma City	232-4411	M
Waterford	Oklahoma City	848-4782	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SW
Time: 15-25 min.
Taxi: $12.00
Limo: $6.00

DAILY AUTO RENTAL

Avis: $36.00
Budget: $55.00
Dollar: $37.00
Hertz: $36.00

OMAHA, NEB.

VITAL STATISTICS

Population: 622,800
Households: 232,200
Median Age: 31.1
Total EBI: $8,302,897,000
Median Hshld. EBI: $27,196
Total Retail Sales: $4,402,049,000
Buying Power Index: .2664
Chamber of Commerce: 346-5000
Convention & Visitors Bureau: 444-4660
Telephone Area Code: 402

MEAL & LODGING COSTS

Avg. Daily Lodging: $84.69
Meals: B-$4.84
L-$8.71
D-$13.27

PER DIEM

Total: $111.51
Index: 82

TAX RATES

Meals: 5.5%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western New Tower	Omaha	393-5500	$39-52
Best Western Regency West	Omaha	397-8000	$53-60
Embassy Suites	Omaha	397-5141	$89-99
Marriott Omaha	Omaha	399-9000	$90-100
Radisson Omaha	Omaha	342-1500	$65-250
Ramada Central	Omaha	397-7030	$59-74
Red Lion Inn	Omaha	346-7600	$84-106
Sheraton Inn-Southwest	Omaha	895-1000	$45-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Central	Omaha	393-3950	
Mariott Omaha	Omaha	399-9000	$50-88
Red Lion Inn	Omaha	346-7600	$84-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chardonnay	Omaha	399-9000	M
Di Coppia	Omaha	392-2807	M
French Cafe	Omaha	341-3547	M
Golden Apple	Omaha	397-2818	M
Maxine's	Omaha	346-7600	M-E
Neon Goose	Omaha	341-2063	M
Salvatore's	Omaha	553-1976	M
La Strada	Omaha	397-8389	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NE
Time: 5-10 min.
Taxi: $5.50
Limo: $5.50

DAILY AUTO RENTAL

Avis: $44.00
Budget: $30.00
Dollar: $44.00
Hertz: $45.00

ORLANDO, FLA.

VITAL STATISTICS

Population: 989,700
Households: 379,100
Median Age: 33.3
Total EBI: $12,437,865,000
Median Hshld. EBI: $24,947
Total Retail Sales: $8,130,784,000
Buying Power Index: .4316
Chamber of Commerce: 425-1234
Convention & Visitors Bureau: 345-8882
Telephone Area Code: 407

MEAL & LODGING COSTS

Avg. Daily Lodging: $111.25
Meals: B-$7.07
L-$11.25
D-$20.67

PER DIEM

Total: $150.24
Index: 111

TAX RATES

Meals: 5.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Buena Vista Palace	Lake Buena Vista	827-2727	$135-235
Delta Court of Flags	Orlando	351-3340	$76-90
Disney Inn	Lake Buena Vista	824-2200	$140-165
Embassy Suites	Orlando	345-8250	$110
The Enclave	Orlando	351-1330	$90-150
Gold Key Inn	Orlando	855-0050	$60-88
Grosvenor Resort	Lake Buena Vista	828-4444	$125-155
Harley Hotel-Orlando	Orlando	841-3220	$75-105
Hilton Altamonte Springs	Altamonte Springs	830-1985	$79-114
Hilton at Walt Disney World	Lake Buena Vista	827-4000	$130-215
Holiday Inn-International Dr.	Orlando	351-3500	$76-89
Holiday Inn-University	Orlando	275-9000	$60-85
Holiday Inn Crowne Plaza	Orlando	859-1500	$79-110
Howard Johnson-Downtown	Orlando	843-8700	$48-70
Howard Johnson-Fountain Park Plaza	Kissimmee	396-1111	$59-100
Las Palmas Inn	Orlando	351-3900	$60-80
Marriott Orlando	Orlando	351-2420	$92-110
Marriott Orlando Airport	Orlando	851-9000	$92-129
Omni International	Orlando	843-OMNI	$105-135
Orlando Heritage Inn	Orlando	352-0008	$75-85
Park Suite Hotel	Orlando	352-1400	$95-135
Peabody Orlando	Orlando	352-4000	$135-180
Pickett Suites	Lake Buena Vista	934-1000	$185-235
Polynesian Resort	Lake Buena Vista	824-2000	$150-240
Quality Inn-North	Longwood	862-4000	$42-48
Radisson Inn & Justus Aquatic Center	Orlando	345-0505	$75-100
Radisson Inn Maingate	Kissimmee	396-1400	$71-96
Radisson Plaza	Orlando	425-4455	$98-158
Ramada Inn	Altamonte Springs	869-9000	$54-64
Ramada Maingate East	Kissimmee	396-7000	$75-97
Sheraton Lakeside Inn	Kissimmee	828-8250	$78-98
Sheraton Orlando North	Maitland	660-9000	$110-120
Sheraton World Resort	Orlando	352-1100	$75-120
Sonesta Village	Orlando	352-8051	$125-250
Stouffer Orlando	Orlando	351-5555	$160-220
Wilson World Maingate	Kissimmee	396-6000	$60-75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Buena Vista Palace	Lake Buena Vista	827-2727	
Delta Court of Flags	Orlando	351-3340	$52-75
Grosvenor Resort	Lake Buena Vista	828-4444	
Hilton Altamonte Springs	Altamonte Springs	830-1985	$65-110
Hilton at Walt Disney World	Lake Buena Vista	827-4000	$130-195
Hilton Inn-Florida Center	Orlando	351-4600	$49-79
Holiday Inn-International Dr.	Orlando	351-3500	$55-95
Holiday Inn Crowne Plaza	Orlando	859-1500	$65-90
Hyatt Orlando	Kissimmee	396-1234	
Hyatt Regency Grand Cypress	Lake Buena Vista	239-1234	
Marriott Orlando	Orlando	351-2420	$80-112
Marriott Orlando Airport	Orlando	851-9000	$79-109
Marriott Orlando World Center	Lake Buena Vista	239-4200	$150-190
Omni International	Orlando	843-6664	
Orlando Twin Towers	Orlando	351-1000	$50-90
Peabody Orlando	Orlando	352-4000	
Radisson Plaza	Orlando	425-4455	$75-140
Royal Plaza Hotel	Lake Buena Vista	828-2828	$80-140
Sheraton Orlando Airport	Orlando	859-2711	$59-99
Sheraton Orlando North	Maitland	660-9000	$55-85
Sheraton World Resort	Orlando	352-1100	$70-100
Stouffer Orlando	Orlando	351-5555	$110-200

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arthur's 27	Lake Buena Vista	827-2727	M-E
Bavarian Bierhaus	Orlando	351-0191	M
The Bubble Room	Maitland	628-3331	M
Cafe on the Park	Orlando	841-3220	M
Cascade	Lake Buena Vista	239-1234	M
Empress Room	Lake Buena Vista	828-3900	M-E
Enzo's	Longwood	834-9872	M
Jordan's Grove	Maitland	628-0020	M-E
Maison & Jardin	Altamonte Springs	862-4410	M
La Normandie	Orlando	896-9976	M
Papeete Bay Verandah	Lake Buena Vista	824-1391	M

ORLANDO(cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Park Plaza Grill	Longwood	767-5272	M
Regent Court	Lake Buena Vista	239-4200	M
La Scala	Altamonte Springs	862-3257	M
Top of the World	Lake Buena Vista	824-3611	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 15-20 min.
Taxi: $17.50
Limo: $9.00

DAILY AUTO RENTAL

Avis: $30.00
Budget: $27.00
Dollar: $30.00
Hertz: $44.00

OXNARD-VENTURA, CAL.

VITAL STATISTICS

Population: 645,100
Households: 213,300
Median Age: 31.3
Total EBI: $9,925,490,000
Median Hshld. EBI: $37,196
Total Retail Sales: $3,864,453,000
Buying Power Index: .2848
Chamber of Commerce: 487-6305/648-2875
Convention & Visitors Bureau: 485-8833/648-2075
Telephone Area Code· 805

MEAL & LODGING COSTS

Avg. Daily Lodging: $93.19
Meals: B-$6.80
L-$9.25
D-$16.86

PER DIEM
Total: $126.10
Index: 93

TAX RATES
Meals: 6.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clocktower Inn	Ventura	652-0141	$70-95
Country Inn	Ventura	653-1434	$68-85
Country Inn at Port Hueneme	Port Hueneme	986-5353	$70-78
Doubletree Hotel	Ventura	643-6000	$85-115
Embassy Suites	Oxnard	984-2500	$125-190
Holiday Inn-Thousand Oaks	Thousand Oaks	498-6733	$56-75
Hyatt Westlake Plaza	Westlake Village	497-9991	$89-127
Quality Inn-Posada Royale	Simi Valley	584-6300	$62-101

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Ventura	643-6000	$55-85
Harbortown Marina Resort	Ventura	658-1212	$55-95
Hilton Financial Plaza	Oxnard	485-9666	$60-70
Sirena Casa	Oxnard	985-6311	

RESTAURANTS**

NAME	CITY	PHONE	PRICE CODE
BJ's	Ventura	643-1232	M
The Lobster Trap	Oxnard	985-6361	M
Pierpont Inn	Ventura	643-6144	M
Sportsman	Ventura	643-2851	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 1 mi. S
Time: 5 min.
Taxi: $6.50
Limo: $40.00

DAILY AUTO RENTAL

Avis: $46.00
Budget: $40.00
Dollar: N.A.
Hertz: $48.00

** None of the restaurants in this metro area meet the established criteria for inclusion in the *Survey's* listings. Therefore, a sampling of local restaurants has been selected independently.

PHILADELPHIA, PA.

VITAL STATISTICS

Population: 4,909,700
Households: 1,823,600
Median Age: 34.0
Total EBI: $68,734,834,000
Median Hshld. EBI: $28,706
Total Retail Sales: $35,844,743,000
Buying Power Index: 2.1747
Chamber of Commerce: 545-1234
Convention & Visitors Bureau: 800-CALLPHL/636-3300
Telephone Area Code: 215 (Pennsylvania); 609 (New Jersey)

MEAL & LODGING COSTS

Avg. Daily Lodging: $122.50
Meals: B-$8.00
L-$10.93
D-$23.99

PER DIEM
Total: $165.42
Index: 122

TAX RATES
Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Philadelphia	581-5000	$98-147
Guest Quarters-Airport	Philadelphia	365-6600	$135-150
Guest Quarters-Plymouth Meeting	Plymouth Meeting	834-8300	$125-165
Hershey Philadelphia	Philadelphia	893-1600	$120-165
Hilton Mount Laurel	Mount Laurel, NJ	234-7300	$85-125
Hilton Trevose	Trevose	638-8300	$87-116
Holiday Inn-Trevose	Trevose	364-2000	$95-115
Hyatt Cherry Hill	Cherry Hill, NJ	662-1234	$95-140
Latham Hotel	Philadelphia	563-7474	$124-171
Marriott Philadelphia Airport	Philadelphia	365-4150	$115-125
Palace Suites	Philadelphia	963-2222	$130-175
Radisson Cherry Hill Inn	Cherry Hill, NJ	662-7200	$83-108
St. David's Inn	St. Davids	688-5800	$89-104
Sheraton Poste Inn	Cherry Hill, NJ	428-2300	$74-105
Sheraton Society Hill	Philadelphia	238-6000	$150-210
Viscount Hotel	Mount Laurel, NJ	234-7000	$72-82
The Warwick	Philadelphia	735-6000	$120-155
Wayne Hotel	Wayne	687-5000	$90-110
Wyndham Franklin Plaza	Philadelphia	448-2000	$130-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Barclay Hotel	Philadelphia	545-0300	
Four Seasons Hotel	Philadelphia	963-1500	
George Washington Lodge	Plymouth Meeting	825-1930	
Guest Quarters-Airport	Philadelphia	365-6600	$120-145
Guest Quarters-Plymouth Meeting	Plymouth Meeting	834-8300	$120-230
Hershey Philadelphia	Philadelphia	893-1600	$95-120
Hilton Mount Laurel	Mount Laurel, NJ	234-7300	
Hilton Philadelphia Airport	Philadelphia	755-9500	$90-125
Holiday Inn-Center City	Philadelphia	561-7500	$80-106
Hyatt Cherry Hill	Cherry Hill, NJ	662-1234	$75-105
Marriott Philadelphia Airport	Philadelphia	365-4150	
Penn Tower Hotel	Philadelphia	387-8333	
Radisson Cherry Hill Inn	Cherry Hill, NJ	662-7200	$83-110
Ramada Inn Airport	Essington, PA	521-9600	$73-85
Sheraton Poste Inn	Cherry Hill, NJ	428-2300	
Sheraton Society Hill	Philadelphia	238-6000	$109-205
Sheraton University City	Philadelphia	387-8000	$80-90
Viscount Hotel	Mount Laurel, NJ	234-7000	$40-65
Wyndham Franklin Plaza	Philadelphia	448-2000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alouette	Philadelphia	629-1126	M-E
Americus	Philadelphia	238-6656	M-E
*Le Bec Fin	Philadelphia	567-1000	E
*Bookbinder's Seafood	Philadelphia	545-1137	M-E
Cafe Nola	Philadelphia	627-2590	M
La Camargue, Inc.	Philadelphia	922-3148	M
Chef Tell's	Wayne, PA	964-1116	M
D'Medici	Philadelphia	922-3986	M
Di Lullo	Philadelphia	725-6000	M
Di Lullo's Centro	Philadelphia	546-2000	M
La Famiglia	Philadelphia	922-2803	M
La Fourchette	Wayne	687-8333	M
Garden	Philadelphia	546-4455	M
Il Gallo Nero	Philadelphia	546-8065	M
Monte Carlo Living Room	Philadelphia	925-2220	E
*Old Original Bookbinder's	Philadelphia	925-7027	M-E
San Marco	Bala Cynwyd	664-7844	M
Susanna Foo	Philadelphia	545-2666	M
La Truffe	Philadelphia	925-5062	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 15-30 min.
Taxi: $18.00
Limo: $7.00

DAILY AUTO RENTAL

Avis: $41.00
Budget: $46.00
Dollar: $39.00
Hertz: $57.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

PHOENIX, ARIZ.

VITAL STATISTICS

Population: 2,057,600
Households: 809,800
Median Age: 32.6
Total EBI: $26,355,271,000
Median Hshld. FBI: $25,639
Total Retail Sales: $15,473,301,000
Buying Power Index: .8796
Chamber of Commerce: 254-5521
Convention & Visitors Bureau: 800-528-0438/254-6500
Telephone Area Code: 602

MEAL & LODGING COSTS

Avg. Daily Lodging: $133.68
Meals: B-$6.25
L-$7.94
D-$15.94

PER DIEM
Total: $163.81
Index: 121

TAX RATES
Meals: 7.5%
Lodging: 7.6%

PHOENIX (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Grace Inn Ahwatukee	Phoenix	893-3000	$83-93
Crescent Hotel	Phoenix	943-8200	$105-135
Doubletree-Gateway Center	Phoenix	225-0500	$69-140
Embassy Suites-Biltmore	Phoenix	955-3992	$160-170
Embassy Suites-Scottsdale	Scottsdale	949-1414	$138-148
Embassy Suites-Westside	Phoenix	279-3211	$79-105
Executive Park	Phoenix	252-2100	$127-138
Fiesta Inn	Tempe	967-1441	$85-99
Fountains Suite Hotel	Phoenix	375-1777	$96-265
Hilton Scottsdale	Scottsdale	948-7750	$149-210
Hyatt Regency	Phoenix	252-1234	$135-160
Les Jardins	Phoenix	234-2464	$105-132
Ramada Renaissance	Mesa	898-8300	$90-100
Red Lion La Posada	Scottsdale	952-0420	$195-200
Scottsdale Conference Resort	Scottsdale	991-9000	$190-225
Sunburst Resort Hotel & Conference Center	Scottsdale	945-7666	$105-135
Westcourt	Phoenix	997-5900	$125-135
Wyndham Paradise Valley	Scottsdale	947-5400	$125-155

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Crescent Hotel	Phoenix	943-8200	$90-120
Embassy Suites-Camelhead	Phoenix	244-8800	$100-135
Embassy Suites-Scottsdale	Scottsdale	949-1414	$60-135
Embassy Suites-Tempe	Tempe	897-7444	
Fiesta Inn	Tempe	967-1441	$49-93
Fountains Suite Hotel	Phoenix	375-1777	
Hilton Pavilion	Mesa	833-5555	$50-110
Hilton Scottsdale	Scottsdale	948-7750	
Holiday Inn & Holidome Corporate Center	Phoenix	943-2341	$60-110
Hyatt Regency	Phoenix	252-1234	$90-125
Hyatt Regency at Gainey Ranch	Scottsdale	991-3388	$185-265
Marriott Camelback Inn	Scottsdale	948-1700	$65-205
Marriott Mountain Shadows	Scottsdale	948-7111	
Marriott Suites	Scottsdale	945-1550	
Phoenician Golf & Tennis Resort	Scottsdale	941-8200	$85-220
The Pointe at South Mountain	Phoenix	438-9000	$60-190
The Pointe at Squaw Peak	Phoenix	997-2626	
The Pointe at Tapatio Cliffs	Phoenix	866-7500	$180-240
Radisson Resort Camelview	Scottsdale	991-2400	
Ramada Renaissance	Mesa	698-8300	$50-89
Ramada Valley Ho Resort	Scottsdale	945-6321	$45-110
Red Lion La Posada	Scottsdale	952-0420	$55-160
Registry Resort	Scottsdale	991-3800	
Scottsdale Conference Resort	Scottsdale	991-9000	$105-190
Scottsdale Princess	Scottsdale	585-4848	
Sheraton Mission Palms	Tempe	894-1400	$60-108
Sheraton Phoenix	Phoenix	257-1525	
Sheraton San Marcos	Chandler	963-6655	$60-140
Sheraton Scottsdale	Scottsdale	948-5000	$65-325
Stouffer Cottonwoods Resort	Scottsdale	991-1414	$50-205
Sunburst Resort Hotel & Conference Center	Scottsdale	945-7666	$40-120
Westcourt	Phoenix	997-5900	
Westcourt in the Buttes	Tempe	225-9000	$75-205
Westin Arizona Biltmore	Phoenix	954-2525	$70-280
Wyndham Paradise Valley	Scottsdale	947-5400	$95-145

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Avanti's of Phoenix	Phoenix	956-0900	M
Avanti's of Scottsdale	Scottsdale	949-8333	M
Cafe De Perouges	Phoenix	263-8000	M
La Champagne	Scottsdale	991-3800	E
Chaparral Dining Room	Scottsdale	948-6644	M
La Chaumiere	Scottsdale	946-5115	M
8700	Scottsdale	994-8700	M
Etienne's Different Pointe of View	Phoenix	866-7500	E
La Fontanella	Phoenix	955-1213	M
*Garcia's	Scottsdale	945-1647	M
Golden Eagle	Phoenix	257-7700	M-E
La Hacienda	Scottsdale	585-4848	M
Ianuzzi Pointe of View	Phoenix	997-2626	M
Orangerie	Phoenix	955-6600	M
Pointe in Tyme	Phoenix	866-7500	M
Le Relais	Scottsdale	998-0921	M-E
Remington's	Scottsdale	951-5101	M
Vincent Guerithault on Camelback	Phoenix	224-0225	M
Voltaire	Scottsdale	948-1005	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. SE
Time: 10-15 min.
Taxi: $9.00
Limo: $5.00

DAILY AUTO RENTAL

Avis: $36.00
Budget: $36.00
Dollar: $40.00
Hertz: $48.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

PITTSBURGH, PA.

VITAL STATISTICS

Population: 2,109,100
Households: 830,900
Median Age: 36.1
Total EBI: $25,506,383,000
Median Hshld. EBI: $23,627
Total Retail Sales: $13,247,975,000
Buying Power Index: .8291
Chamber of Commerce: 392-4500
Convention & Visitors Bureau: 800-821-1888/281-7711
Telephone Area Code: 412

MEAL & LODGING COSTS

Avg. Daily Lodging: $104.21
Meals: B-$6.64
L-$8.05
D-$20.67

PER DIEM

Total: $139.57
Index: 103

TAX RATES

Meals: 6.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Harley Hotel	Pittsburgh	244-1600	$72-90
Hilton & Towers	Pittsburgh	391-4600	$100-135
Holiday Inn-Airport	Coraopolis	262-3600	$100-114
Holiday Inn-Allegheny Valley	Pittsburgh	782-4200	$70-82
Holiday Inn-McKnight Road	Pittsburgh	366-5200	$80-100
Holiday Inn-North	Harmarville	828-9300	$64-74
Hyatt at Chatham Center	Pittsburgh	471-1234	$102-140
Marriott Coraopolis	Coraopolis	788-8800	$123-155
Marriott Greentree	Pittsburgh	922-8400	$103-140
Royce Hotel	Coraopolis	262-2400	$102-117
Sheraton South Hills	Pittsburgh	343-4600	$70-106
Sheraton Station Square	Pittsburgh	261-2000	$108-140
Sheraton Warrendale	Mars	776-6900	$62-99
Westin William Penn	Pittsburgh	281-7100	$115-155

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton & Towers	Pittsburgh	391-4600	$105-177
Holiday Inn-Airport	Coraopolis	262-3600	
Holiday Inn-Greentree	Pittsburgh	922-8100	
Hyatt at Chatham Center	Pittsburgh	471-1234	$69-135
Marriott Greentree	Pittsburgh	922-8400	
Marriott Monroeville	Monroeville	373-7300	
Marriott Pittsburgh Airport	Coraopolis	788-8800	
Sheraton South Hills	Pittsburgh	343-4600	$78-95
Sheraton Station Square	Pittsburgh	261-2000	$78-104
Sheraton Warrendale	Mars	776-6900	$65-75
Vista International	Pittsburgh	281-3700	$79-117
Westin William Penn	Pittsburgh	281-7100	$55-118

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Angel's Corner	Pittsburgh	682-1879	M
Carlton	Pittsburgh	391-4099	M
Christopher's	Mt. Washington	381-4500	M
Colony	Pittsburgh	561-2060	M-E
D'Imperio's	Pittsburgh	823-4800	M-E
Hugo's Rotisserie	Pittsburgh	288-9326	M
Hyeholde	Coraopolis	264-3116	M-E
Le Mont	Mt. Washington	431-3100	M
La Normande	Pittsburgh	621-0744	M-E
Piccolo Mondo	Green Tree	922-0920	M-E
Poli's	Pittsburgh	521-6400	M
Sgro's	Pittsburgh	787-1234	M
*Tambellini's	Pittsburgh	391-1091	M
Terrace Room	Pittsburgh	281-7100	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. W
Time: 35-40 min.
Taxi: $27.00
Limo: $8.00

DAILY AUTO RENTAL

Avis: $46.00
Budget: $55.00
Dollar: $45.00
Hertz: $65.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

PORTLAND, MAINE

VITAL STATISTICS

Population: 234,300
Households: 91,800
Median Age: 33.6
Total EBI: $3,265,596,000
Median Hshld. EBI: $26,589
Total Retail Sales: $2,904,887,000
Buying Power Index: .1254
Chamber of Commerce: 772-2811
Convention & Visitors Bureau: 772-4994
Telephone Area Code: 207

MEAL & LODGING COSTS

Avg. Daily Lodging: $83.13
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 5.0%
Lodging: 2.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Days Inn-John Martin's Merry Manor	Portland	774-6151	$60-105
Holiday Inn-West	Portland	774-5601	$78-88
Howard Johnson	Portland	774-5861	$59-88
Sheraton Tara	South Portland	775-6161	$55-132

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn by the Bay	Portland	775-2311	$51-86
Sheraton Tara	South Portland	775-6161	$60-92
Sonesta Hotel-Portland	Portland	775-5411	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Di Millo's on the Waterfront	Portland	772-2216	M
The Galley	Falmouth	781-4262	M
The Roma	Portland	773-9873	M
Seamen's Club	Portland	772-7311	M
Silver Shell	South Portland	775-0555	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi.
Time: 10 min.
Taxi: $6.00
Limo: $30.00

DAILY AUTO RENTAL

Avis: $38.00
Budget: $51.00
Dollar: $37.00
Hertz: $60.00

PORTLAND, ORE.

VITAL STATISTICS

Population: 1,179,300
Households: 469,200
Median Age: 32.7
Total EBI: $15,528,653,000
Median Hshld. EBI: $26,430
Total Retail Sales: $8,944,810,000
Buying Power Index: .5123
Chamber of Commerce: 228-9411
Convention & Visitors Bureau: 222-2223
Telephone Area Code: 503

MEAL & LODGING COSTS

Avg. Daily Lodging: $81.06
Meals: B-$4.46
L-$6.96
D-$15.94

PER DIEM
Total: $108.42
Index: 80

TAX RATES
Meals: N.A.
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Tigard	644-4000	$68-99
Hilton Hotel	Portland	226-1611	$82-112
The Monarch	Clackamas	652-1515	$62-68
Portland Inn	Portland	221-1611	$60-65
Red Lion Inn-Columbia River	Portland	283-2111	$69-99
Red Lion Inn-Jantzen Beach	Portland	283-4466	$84-106
Red Lion Inn-Portland Center	Portland	221-0450	$69-90
Sheraton Portland Airport	Portland	281-2500	$82-110
Viscount	Portland	233-2401	$62-72

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Hotel	Portland	226-1611	$82-112
Holiday Inn-Airport	Portland	256-5000	$70-86
Marriott Portland	Portland	226-7600	$75-113
Red Lion Inn-Columbia River	Portland	283-2111	$65-75
Red Lion Inn-Jantzen Beach	Portland	283-4466	$70-85
Red Lion Inn-Lloyd Center	Portland	281-6111	$72-85
Sheraton Portland Airport	Portland	281-2500	$68-80

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alexander's	Portland	226-1611	M-E
Couch Street Fish House	Portland	223-6173	M
Fernwood Inn	Milwaukie	659-1735	M
Genoa	Portland	238-1464	M-E
Heathman	Portland	241-4100	M
*Jake's Famous Crawfish	Portland	226-1419	M
London Grill	Portland	228-2000	M
Maxi's (Jantzen Beach)	Portland	283-4466	M
Maxi's (Lloyd Center)	Portland	281-6111	M
Misty's	Portland	283-2111	M
Plainfield's Mayur	Portland	223-2995	M
Red Lion-Portland Center	Portland	221-0450	M
River Queen	Portland	228-8633	M
Sweet Tibbie Dunbar	Portland	232-1801	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. NE
Time: 25-30 min.
Taxi: $20.50
Limo: $5.00

DAILY AUTO RENTAL

Avis: $45.00
Budget: $46.00
Dollar: $35.00
Hertz: $43.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

PROVIDENCE-PAWTUCKET-WOONSOCKET, R.I.

VITAL STATISTICS

Population: 908,700
Households: 335,500
Median Age: 34.6
Total EBI: $11,664,156,000
Median Hshld. EBI: $26,087
Total Retail Sales: $6,377,299,000
Buying Power Index: .3805
Chamber of Commerce: 521-5000/722-3400/762-1730
Convention & Visitors Bureau: 274-1636
Telephone Area Code: 401 (Rhode Island); 617 (Massachusetts)

MEAL & LODGING COSTS

Avg. Daily Lodging: $103.67
Meals: B-$5.54
L-$8.54
D-$14.52

PER DIEM
Total: $132.27
Index: 98

TAX RATES
Meals: 6.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Johnson & Wales Inn	Seekonk, MA	336-8700	$55-65
Marriott Providence	Providence	272-2400	$112-136
Omni Biltmore	Providence	421-0700	$84-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Providence	Providence	272-2400	$78-102
Omni Biltmore	Providence	421-0700	$69-145

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Audrey's	Seekonk, MA	336-4636	M
Great House	Warwick	739-8600	M
Mr. Marco	Warwick	885-2120	M
Plantations Room	Warwick	738-0023	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 15-20 min.
Taxi: $15.00
Limo: $5.75

DAILY AUTO RENTAL

Avis: $54.00
Budget: $40.00
Dollar: $40.00
Hertz: $50.00

RALEIGH-DURHAM, N.C.

VITAL STATISTICS

Population: 688,000
Households: 266,100
Median Age: 30.9
Total EBI: $9,287,452,000
Median Hshld. EBI: $26,371
Total Retail Sales: $4,795,120,000
Buying Power Index: .2948
Chamber of Commerce: 833-3005/682-2133
Convention & Visitors Bureau: 800-868-6666
Telephone Area Code: 919

MEAL & LODGING COSTS

Avg. Daily Lodging: $88.38
Meals: B-$5.95
L-$10.09
D-$21.82

PER DIEM
Total: $126.24
Index: 93

TAX RATES
Meals: 5.0%
Lodging: 3.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brownestone Hotel	Raleigh	828-0811	$55-87
Brownestone Inn	Durham	286-7761	$54-77
Carolina Inn	Chapel Hill	933-2001	$39-73
Governor's Inn at the Park	Durham	549-8631	$90-115
Hilton Durham	Durham	383-8033	$60-90
Hilton Towers-North Raleigh	Raleigh	872-2323	$65-96
Marriott	Raleigh	781-7000	$109-119
Omni Europa	Chapel Hill	968-4900	$86-98
Pickett Suite	Durham	361-4660	$115-225
Quality Inn-Mission Valley	Raleigh	828-3173	$59-67
Quality Inn-Plantation	Raleigh	876-1411	$55-70
Sheraton Imperial	Morrissville	941-5050	$96-135
Sheraton University Center	Durham	383-8575	$69-94

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton North Raleigh	Raleigh	872-2323	
Marriott Hotel	Raleigh	781-7000	
Omni Durham Hotel	Durham	683-6664	
Omni Europa Hotel	Chapel Hill	968-4900	
Quality Inn-Mission Valley	Raleigh	828-3173	
Radisson Plaza	Raleigh	834-9900	
Sheraton Crabtree	Raleigh	787-7111	$42-62
Sheraton Imperial	Morrissville	941-5050	
Sheraton University Center	Durham	383-8575	$59-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Angus Barn, Ltd.	Raleigh	787-3505	M
Bakatsias Cuisine	Durham	383-8502	M
Charter Room	Raleigh	828-0333	M

RALEIGH(cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Fearrington House	Pittsboro	967-7770	M-E
Galeria at the Park	Durham	549-8631	M
Joel Lane's	Raleigh	828-3173	M
Oliver's Signature	Durham	383-8575	M
Rubens	Chapel Hill	968-4900	M-E
Scotch Bonnets	Raleigh	781-7000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi.
Time: 20-25 min.
Taxi: $19.00
Limo: $10.00

DAILY AUTO RENTAL

Avis: $40.00
Budget: $61.00
Dollar: $46.00
Hertz: $56.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

RICHMOND-PETERSBURG, VA.

VITAL STATISTICS

Population: 843,400
Households: 307,500
Median Age: 32.5
Total EBI: $11,287,677,000
Median Hshld. EBI: $29,463
Total Retail Sales: $6,546,647,000
Buying Power Index: .3724
Chamber of Commerce: 648-1234/733-8132
Convention & Visitors Bureau: 782-2777
Telephone Area Code: 804

MEAL & LODGING COSTS

Avg. Daily Lodging: $90.50
Meals: B-$7.28
L-$11.08
D-$23.14

PER DIEM

Total: $132.00
Index: 98

TAX RATES

Meals: 7.0%
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Commerce Center	282-8585	$89-144
Hyatt Richmond	Richmond	285-1234	$89-123
Marriott Courtyard	Richmond	282-1881	$58-68
Marriott Richmond	Richmond	643-3400	$97-120
Omni Richmond	Richmond	344-7000	$90-115
Quality Inn-Steven Kent	Petersburg	733-0600	$40-50
Sheraton Airport	Richmond	226-4300	$75-109

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Fanny's	Richmond	285-9951	$48-78
Hyatt Richmond-Brookfield	Richmond	285-1234	$59-89
Marriott Richmond	Richmond	643-3400	$59-119
Sheraton Jefferson	Richmond	788-8000	$75-105
Sheraton Park South	Richmond	323-1144	$50-68

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chardonnay's	Richmond	643-3400	M
Hugo's	Richmond	285-1234	M
Lemarie	Richmond	788-8000	M
La Petite France	Richmond	353-8729	M
*Tobacco Company	Richmond	782-9431	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. SE
Time: 20-30 min.
Taxi: $17.00
Limo: $10.25

DAILY AUTO RENTAL

Avis: $40.00
Budget: $46.00
Dollar: $30.00
Hertz: $37.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

RIVERSIDE-SAN BERNARDINO, CAL.

VITAL STATISTICS

Population: 2,287,700
Households: 816,100
Median Age: 32.5
Total EBI: $29,506,910,000
Median Hshld. EBI: $27,135
Total Retail Sales: $12,807,017,000
Buying Power Index: .9007
Chamber of Commerce: 683-7100/885-7515
Convention & Visitors Bureau: 787-7950
Telephone Area Code: 714 (Lake Arrowhead/Ontario/Rancho Cucamonga/Riverside/San Bernardino); 619 (Cathedral City/Indian Wells/La Quinta/Palm Desert/ Palm Springs/Rancho Mirage)

MEAL & LODGING COSTS

Avg. Daily Lodging: $130.39
Meals: B-$5.71
L-$6.96
D-$11.64

PER DIEM

Total: $154.70
Index: 114

TAX RATES

Meals: 6.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion-Ontario Airport	Ontario	986-8811	$82-111
Embassy Suites	Palm Desert	340-6600	$169-179
Erawan Garden Hotel	Indian Wells	346-8021	$100-127
Gene Autry Hotel	Palm Springs	328-1171	$75-165
Hilton Ontario Airport	Ontario	890-0400	$75-115
Plaza Resort & Racquet Club	Palm Springs	320-6868	$185-205
Sheraton Riverside	Riverside	784-8000	$75-89
La Siesta Villas	Palm Springs	325-2269	$130-155
Spa Hotel & Mineral Springs	Palm Springs	325-1461	$130-180

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion-Ontario Airport	Ontario	986-8811	
Desert Princess Resort	Cathedral City	322-7000	$60-180
Embassy Suites	Palm Desert	340-6600	
Hilton Lodge	Lake Arrowhead	336-1511	$75-175
Hilton Ontario Airport	Ontario	980-0400	
Hyatt Grand Champions Resort	Indian Wells	341-1000	$70-235
Marriott Desert Springs	Palm Desert	341-2211	
Marriott Rancho Las Palmas	Rancho Mirage	568-2727	
Mission Hills Resort	Rancho Mirage	328-5955	
Palm Springs Marquis	Palm Springs	322-2121	$70-195
Palm Springs Plaza	Palm Springs	320-6868	
La Quinta Hotel & Resort	La Quinta	564-4111	$70-260
Radisson Palm Springs	Palm Springs	327-8311	$119-169
Red Lion Inn-Ontario	Ontario	983-0909	
Stouffer Esmeralda	Indian Wells	773-4000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cabrillo	Rancho Mirage	568-2727	M-E
Las Casuelas Nuevas	Rancho Mirage	328-8844	M
Dar Maghreb	Rancho Mirage	568-9486	M
Eveleen's	Palm Springs	325-4766	M
Le Jardin	Palm Springs	322-9000	M-E
Jasmine	Indian Wells	341-1000	E
Lakeview	Palm Desert	341-2211	M-E
Mancuso's	Palm Desert	340-6610	M
Melvyn's Ingleside	Palm Springs	325-2323	M
Sycamore Inn	Rancho Cucamonga	982-1104	M
Tapestry	Palm Springs	320-6868	M
Truffles	Rancho Mirage	328-5955	M-E
Le Vallauris	Palm Springs	325-5059	M-E
Wally's Desert Turtle	Rancho Mirage	568-9321	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. NW
Time: 20 min.
Taxi: $24.00
Limo: $17.50

DAILY AUTO RENTAL

Avis: $54.00
Budget: $30.00
Dollar: N.A.
Hertz: $46.00

ROCHESTER, N.Y.

VITAL STATISTICS

Population: 993,300
Households: 368,900
Median Age: 32.8
Total EBI: $13,377,273,000
Median Hshld. EBI: $28,235
Total Retail Sales: $6,705,230,000
Buying Power Index: .4215
Chamber of Commerce: 454-2220
Convention & Visitors Bureau: 546-3070
Telephone Area Code: 716

MEAL & LODGING COSTS

Avg. Daily Lodging: $89.45
Meals: B-$6.10
L-$9.03
D-$19.52

PER DIEM

Total: $124.10
Index: 92

TAX RATES

Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brookwood Inn	Pittsford	248-9000	$74-82
Depot Motor Inn	Pittsford	381-9900	$72-80
Hilton Rochester	Rochester	475-1910	$60-99
Holiday Inn-Airport	Rochester	328-6000	$79-112
Holiday Inn-Genesee Plaza	Rochester	546-6400	$78-84
Holiday Inn-South	Rochester	475-1510	$79-96
Marriott Airport	Rochester	225-6880	$79-125
Stouffer Rochester Plaza	Rochester	546-3450	$99-139
Strathallan Hotel	Rochester	461-5010	$88-108
Woodcliff Lodge	Rochester	248-4820	$70-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Genesee Plaza	Rochester	546-6400	$62-76
Marriott Thruway	Rochester	359-1800	$68-88
Stouffer Rochester Plaza	Rochester	546-3450	$49-134

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brandston's	Rochester	461-3756	M
Changing Scene	Rochester	232-3030	M
Chapel's	Rochester	232-2300	M
Crescent Beach Hotel	Rochester	227-3600	M
Daisy Flour Mill	Rochester	381-1880	M
The Depot	Rochester	381-9991	M
Edwards	Rochester	423-0140	M
Glen Edith	Webster	671-6200	M
Jim Rund's	Rochester	424-2424	M
Richardson's Canal House	Pittsford	248-5000	M-E
Spring House	Rochester	586-2300	M
Strathallan	Rochester	461-5010	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. SW
Time: 10-20 min.
Taxi: $9.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $48.00
Budget: $46.00
Dollar: $42.00
Hertz: $49.00

SACRAMENTO, CAL.

VITAL STATISTICS

Population: 1,398,200
Households: 543,400
Median Age: 32.5
Total EBI: $20,327,101,000
Median Hshld. EBI: $28,430
Total Retail Sales: $9,525,096,000
Buying Power Index: .6190
Chamber of Commerce: 443-3771
Convention & Visitors Bureau: 442-5542
Telephone Area Code: 916

MEAL & LODGING COSTS

Avg. Daily Lodging: $85.86
Meals: **B-**$5.82
L-$8.81
D-$15.99

PER DIEM

Total: $116.48
Index: 86

TAX RATES

Meals: 6.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Beverly Garland Hotel	Sacramento	929-7900	$62-85
Clarion	Sacramento	444-8000	$88-108
Hilton Inn	Sacramento	922-4700	$85-117
Holiday Inn-Capitol Plaza	Sacramento	446-0100	$80-90
Marriott Courtyard	Rancho Cordova	638-3800	$64-78
Red Lion Inn	Sacramento	929-8855	$64-97
Sheraton Sunrise Hotel & Towers	Rancho Cordova	638-1100	$77-107

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Beverly Garland Hotel	Sacramento	929-7900	$55-75
Hilton Inn	Sacramento	922-4700	$65-90
Radisson Hotel	Sacramento	922-6251	
Red Lion Inn	Sacramento	929-8855	
Red Lion Sacramento	Sacramento	922-8041	$57-82

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Capriccio	Rancho Cordova	638-1100	M
Misty's	Sacramento	922-8041	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. NW
Time: 15-25 min.
Taxi: $18.50
Limo: $5.50

DAILY AUTO RENTAL

Avis: $44.00
Budget: $41.00
Dollar: $40.00
Hertz: $42.00

SALT LAKE CITY-OGDEN, UTAH

VITAL STATISTICS

Population: 1,068,500
Households: 346,600
Median Age: 27.7
Total EBI: $10,430,112,000
Median Hshld. EBI: $24,826
Total Retail Sales: $6,415,645,000
Buying Power Index: .3738
Chamber of Commerce: 364-3631/621-8300
Convention & Visitors Bureau: 521-2822
Telephone Area Code: 801

MEAL & LODGING COSTS

Avg. Daily Lodging: $84.00
Meals: **B-**$6.74
L-$8.81
D-$15.77

PER DIEM

Total: $115.32
Index: 85

TAX RATES

Meals: 6.25%
Lodging: 9.85%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Salt Lake City	359-7800	$72-99
Hilton Hotel	Salt Lake City	532-3344	$68-105
Little America	Salt Lake City	363-6781	$43-99
Marriott	Salt Lake City	531-0800	$75-115
Ogden Hilton	Ogden	627-1190	$59-101
Peery Hotel	Salt Lake City	521-4300	$50-100
Red Lion Inn	Salt Lake City	328-2000	$85-105

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Salt Lake City	531-7500	
Hilton Airport	Salt Lake City	539-1515	
Hilton Hotel	Salt Lake City	532-3344	
Little America	Salt Lake City	363-6781	
Marriott	Salt Lake City	531-0800	$65-90
Ogden Hilton	Ogden	627-1190	
Red Lion Inn	Salt LakeCity	328-2000	$55-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Abeille	Salt Lake City	531-0800	M
La Caille at Quail Run	Salt Lake City	942-1751	M-E
La Fleur de Lys	Salt Lake City	359-5753	M
Towne Hall	Salt Lake City	532-3344	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. NW
Time: 15-15 min.
Taxi: $9.75
Limo: N.A.

DAILY AUTO RENTAL

Avis: $44.00
Budget: $45.00
Dollar: $44.00
Hertz: $45.00

SAN ANTONIO, TEX.

VITAL STATISTICS

Population: 1,298,200
Households: 442,200
Median Age: 30.4
Total EBI: $12,947,065,000
Median Hshld. EBI: $21,316
Total Retail Sales: $7,467,182,000
Buying Power Index: .4529
Chamber of Commerce: 229-2100
Convention & Visitors Bureau: 800-531-8700/270-8700
Telephone Area Code: 512

MEAL & LODGING COSTS

Avg. Daily Lodging: $101.07
Meals: **B-**$5.33
L-$8.71
D-$23.77

PER DIEM

Total: $138.88
Index: 106

TAX RATES

Meals: 7.5%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Alsatian Inn	Castroville	538-2262	$60-71
Crockett	San Antonio	225-6500	$65-115
Embassy Suites-Airport	San Antonio	525-9999	$94-104
Embassy Suites-Northwest	San Antonio	340-5421	$79-99
Emily Morgan	San Antonio	225-8486	$67-150
Fairmount Hotel	San Antonio	224-8800	$115-175
Hilton Palacio Del Rio	San Antonio	222-1400	$110-160
Holiday Inn-Airport	San Antonio	349-9900	$59-99
Holiday Inn-Riverwalk	San Antonio	224-2500	$74-92
Hyatt Regency	San Antonio	222-1234	$109-145
La Mansion Del Norte	San Antonio	341-3535	$79-114
Marriott Courtyard	San Antonio	828-7200	$52-62
Marriott Riverwalk	San Antonio	224-4555	$115-155
Radisson Gunter	San Antonio	227-3241	$86-109
Wyndham Hotel	San Antonio	691-8888	$94-124

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Palacio Del Rio	San Antonio	222-1400	$120-175
Hyatt Regency	San Antonio	222-1234	$89-119
Marriott North	San Antonio	340-6000	
Marriott Rivercenter	San Antonio	223-1000	
Marriott Riverwalk	San Antonio	224-4555	$89-127
Menger Hotel	San Antonio	223-4361	$50-72
Plaza San Antonio	San Antonio	229-1000	$80-110
Radisson Gunter	San Antonio	227-3241	$79-109
St. Anthony Intercontinental	San Antonio	227-4392	
Wyndham Hotel	San Antonio	691-8888	$92-112

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anaqua Room	San Antonio	229-1000	M-E
Las Canarias	San Antonio	225-2581	M
Crumpet's	San Antonio	821-5454	M
Crystal Baking Co.	San Antonio	826-2371	M
The Fairmount	San Antonio	224-8800	E
Fig Tree	San Antonio	224-1976	E
La Louisiane	San Antonio	225-7984	M-E
PJ's	San Antonio	225-8400	M
La Provence	San Antonio	225-0722	M
San Angel	San Antonio	341-5897	M

SAN ANTONIO(cont.)

AIRPORT-TO-CITY TRANSPORTATION
Distance: 8 mi. NW
Time: 15-20 min.
Taxi: $10.75
Limo: $6.00

DAILY AUTO RENTAL
Avis: $41.00
Budget: $39.00
Dollar: $39.00
Hertz: $38.00

SAN DIEGO, CAL.

VITAL STATISTICS
Population: 2,382,000
Households: 867,400
Median Age: 31.5
Total EBI: $36,146,308,000
Median Hshld. EBI: $29,555
Total Retail Sales: $16,135,201,000
Buying Power Index: 1.0776
Chamber of Commerce: 232-0124
Convention & Visitors Bureau: 232-3101
Telephone Area Code: 619

MEAL & LODGING COSTS
Avg. Daily Lodging: $120.67
Meals: B-$6.42
L-$11.47
D-$17.40
PER DIEM
Total: $155.96
Index: 115
TAX RATES
Meals: 6.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bahia Hotel	San Diego	488-0551	$100-125
Bay Club Hotel & Marina	San Diego	224-8888	$98-144
Best Western Hacienda	San Diego	298-4707	$95-115
Best Western Oceanside	Oceanside	722-1821	$56-95
Best Western Rancho Bernardo	San Diego	485-6530	$73-93
Doubletree Hotel	San Diego	543-9000	$95-145
Embassy Suites La Jolla	San Diego	453-0400	$129-179
Empress Hotel	La Jolla	454-3001	$95-130
Executive Hotel & Club	San Diego	232-6141	$110-150
Hanalei Hotel	San Diego	297-1101	$75-135
Hilton Beach & Tennis Resort	San Diego	276-4010	$110-195
Holiday Inn-Montgomery Field	San Diego	277-8888	$72-86
Horton Grand	San Diego	544-1866	$89-135
Marriott La Jolla	La Jolla	587-1414	$127-165
Quails Inn	Escondido	744-0120	$63-78
Sea Lodge	La Jolla	459-8271	$125-190
Sheraton Grand on Harbor Island	Harbor Island	291-6400	$125-175
Sheraton Harbor Island East	Harbor Island	291-2900	$115-180
Town & Country	San Diego	291-7131	$72-121
U.S. Grant Hotel	San Diego	232-3121	$135-165
La Valencia	La Jolla	454-0771	$108-200

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bahia Resort Hotel	San Diego	488-0551	$76-80
Catamaran Resort Hotel	San Diego	488-1081	$95-140
Del Coronado Hotel	Coronado	522-8011	$139-625
Hanalei Hotel	San Diego	297-1101	$75-90
Hilton Beach & Tennis Resort	San Diego	276-4010	$116-193
Holiday Inn-Montgomery Field	San Diego	277-8888	$59-68
La Jolla Village Inn	La Jolla	453-5500	$60-80
Marriott Hotel & Marina	San Diego	234-1500	
Marriott La Jolla	La Jolla	587-1414	$85-140
Meridien Coronado	Coronado	435-3000	
Omni San Diego	San Diego	239-2200	
Rancho Bernardo Inn	San Diego	487-1611	$115-165
San Diego Princess Hotel	San Diego	274-4630	$115-265
Sheraton Grand on Harbor Island	Harbor Island	291-6400	$100-150
Sheraton Harbor Island East	Harbor Island	692-2200	$95-150
Town & Country	San Diego	291-7131	
U.S. Grant Hotel	San Diego	232-3121	$95-145
Westgate Hotel	San Diego	238-1818	$98-134

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Abbey	San Diego	291-4779	M
*Anthony's Star of the Sea	San Diego	232-7408	M-E
Avanti	La Jolla	454-4288	M
Belgian Lion	San Diego	223-2700	M
El Bizcohco	San Diego	487-1611	M-E
*The Chart House	San Diego	233-7391	
Le Corbier	La Jolla	456-8088	M
Di Canti Restorante	La Jolla	454-1177	M
Le Fontainebleau	San Diego	238-1818	M
George's at the Cove	La Jolla	454-4244	M
Gustaf Anders	La Jolla	459-4499	M-E
Issimo	La Jolla	454-7004	M
Lubach's	San Diego	232-5129	M
Manhattan	La Jolla	454-1182	M
Mister A's	San Diego	239-1377	M
Orchids	La Jolla	587-1414	M
Pacifica Grill	San Diego	696-9226	M
Rainwater's	San Diego	233-5757	M
Sheppard's	San Diego	291-2900	M-E
Sky Room	La Jolla	454-0771	M-E
Tradewinds	San Diego	276-4010	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 3 mi. NW
Time: 5-10 min.
Taxi: $5.50
Limo: $4.00

DAILY AUTO RENTAL
Avis: $30.00
Budget: $42.00
Dollar: $38.00
Hertz: $46.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

SAN FRANCISCO, CAL.

VITAL STATISTICS
Population: 1,605,500
Households: 675,400
Median Age: 35.6
Total EBI: $31,215,734,000
Median Hshld. EBI: $34,227
Total Retail Sales: $15,811,806,000
Buying Power Index: .9286
Chamber of Commerce: 392-4511
Convention & Visitors Bureau: 974-6900
Telephone Area Code: 415

MEAL & LODGING COSTS
Avg. Daily Lodging: $141.18
Meals: B-$12.24
L-$17.18
D-$41.99
PER DIEM
Total: $212.59
Index: 157
TAX RATES
Meals: 6.5%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion Hotel Airport	Millbrae	692-6363	$90-120
Dunfey San Mateo	San Mateo	573-7661	$90-125
Embassy Suites	Burlingame	342-4600	$119-134
Fairmont Hotel & Tower	San Francisco	772-5000	$145-260
Galleria Park	San Francisco	781-3060	$99-111
Handlery Hotel-Union Square	San Francisco	781-7800	$77-105
Hilton San Francisco Airport	Millbrae	589-0770	$109-135
Holiday Inn-Union Square	San Francisco	398-8900	$130-150
Hotel Nikko	San Francisco	394-1111	$150-215
Hyatt on Union Square	San Francisco	398-1234	$218-248
Hyatt Regency	San Francisco	788-1234	$185-258
Kensington Park	San Francisco	788-6400	$95-111
Majestic Hotel	San Francisco	441-1100	$75-130
Marriott Airport	Burlingame	692-9100	$150-170
Marriott Fisherman's Wharf	San Francisco	775-7555	$126-180
Meridien Hotel	San Francisco	974-6400	$150-290
Miyako Hotel	San Francisco	922-3200	$93-155
Orchard Hotel	San Francisco	433-4434	$93-110
Radisson Airport	South San Francisco	873-3550	$78-105
Ramada at Fisherman's Wharf	San Francisco	885-4700	$120-175
Ramada Renaissance	San Francisco	392-8000	$130-195
The Regis	San Francisco	928-7900	$92-250
Sheraton Palace	San Francisco	392-8600	$95-165
Sofitel	Redwood City	598-9000	$125-140
York Hotel	San Francisco	885-6800	$89-99

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amfac Hotel	Burlingame	347-5444	$85-250
Cathedral Hill Hotel	San Francisco	776-8200	$95-125
Clarion Hotel Airport	Millbrae	692-6363	$65-95
Dunfey San Mateo	San Mateo	573-7661	
Fairmont Hotel & Tower	San Francisco	772-5000	$140-260
Hilton San Francisco Airport	Millbrae	589-0770	
Hilton San Francisco & Towers	San Francisco	771-1400	$95-180
Holiday Inn-Airport	South San Francisco	589-7200	
Holiday Inn-Crowne Plaza	Burlingame	340-8500	
Holiday Inn-Golden Gateway	San Francisco	441-4000	$90-115
Hyatt on Union Square	San Francisco	398-1234	$218-248
Hyatt Park	San Francisco	392-1234	$175-260
Hyatt Regency	San Francisco	788-1234	$115-205
Hyatt Regency Burlingame	Burlingame	347-1234	
Mark Hopkins Inter-continental Hotel	San Francisco	392-3434	$150-170
Marriott Airport	Burlingame	692-9100	
Marriott San Francisco	San Francisco	896-1600	
Meridien Hotel	San Francisco	974-6400	$140-225
Miyako Hotel	San Francisco	922-3200	
Portman Hotel	San Francisco	771-8600	
Ramada at Fisherman's Wharf	San Francisco	885-4700	$75-95
Ramada Renaissance	San Francisco	392-8000	
Sheraton Airport	Burlingame	342-9200	$64
Sheraton Palace	San Francisco	392-8600	$90-160
Sir Francis Drake	San Francisco	392-7755	$85-135
Sofitel	Redwood City	598-9000	
Villa Hotel	San Mateo	341-0966	$55-75
Westin Airport	Millbrae	692-3500	$95-140
Westin St. Francis	San Francisco	397-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
A. Sabella's	San Francisco	771-6775	M
Amelio's	San Francisco	397-4339	M
Barbarossa	Redwood City	369-2626	M
The Big 4	San Francisco	771-1140	M-E
Cafe Majestic	San Francisco	776-6400	M
Campton Place	San Francisco	781-5155	E
Carnelian Room	San Francisco	433-7500	M-E
Casa Madrona	Sausalito	331-5888	M
Le Castel	San Francisco	921-7115	M-E
Les Celebrites	San Francisco	394-1111	M-E
Cityscape	San Francisco	776-0215	E
*Cliff House	San Francisco	386-3331	
Le Club	San Francisco	771-5400	M
Corintia	San Francisco	392-3999	E
Donatello	San Francisco	441-7182	E
Doros	San Francisco	397-6822	M
*Empress of China	San Francisco	434-1345	M
*Ernie's	San Francisco	397-5969	M-E
L'Etoile	San Francisco	771-1529	M-E
Fleur de Lys	San Francisco	673-7779	M-E
*Fournou's Ovens	San Francisco	989-1910	M
The French Room	San Francisco	775-4700	M-E
Jin Jiang-Kee Joon's Penthouse	Burlingame	348-1122	M
Julius Castle	San Francisco	362-3042	M
Kan's	San Francisco	982-2388	M
Masa's	San Francisco	989-7154	M-E
Maxwell's Plum	San Francisco	441-4140	M
Nob Hill	San Francisco	392-3434	M
North Beach	San Francisco	392-1700	M
L'Olivier	San Francisco	981-7824	M
Ondine	Sausalito	332-0791	M
Pierre at Meridien	San Francisco	974-6400	M
*Scoma's	San Francisco	771-4383	M
The Shadows	San Francisco	982-5536	M
Silks	San Francisco	986-2020	M
*Spinnaker	Sausalito	332-1500	M
The Squire	San Francisco	772-5000	M
*Tadich Grill	San Francisco	391-2373	M
Tommy Toy's	San Francisco	397-4888	M
Victor's	San Francisco	956-7777	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. S
Time: 20-35 min.
Taxi: $24.00
Limo: $4.00

DAILY AUTO RENTAL

Avis: $42.00
Budget: $50.00
Dollar: $47.00
Hertz: $46.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

SAN JOSE, CAL.

VITAL STATISTICS

Population: 1,437,400
Households: 508,900
Median Age: 31.7
Total EBI: $26,185,653,000
Median Hshld. EBI: $41,717
Total Retail Sales: $11,385,889,000
Buying Power Index: .7518
Chamber of Commerce: 998-7000
Convention & Visitors Bureau: 800-752-2543/ 295-9600
Telephone Area Code: 408 (Milpitas/San Jose/ Santa Clara/Sunnyvale); 415 (Palo Alto)

MEAL & LODGING COSTS

Avg. Daily Lodging: $113.06
Meals: B-$7.02
L-$10.98
D-$18.17

PER DIEM

Total: $149.23
Index: 110

TAX RATES

Meals: 7.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Le Baron Hotel	San Jose	288-9200	$109-129
Beverly Heritage	Milpitas	943-9080	$85-105
Campbell Inn	Campbell	374-4300	$80-135
Embassy Suites	Milpitas	942-0400	$79-134
Embassy Suites	Santa Clara	496-6400	$119-134
Hilton Sunnyvale	Sunnyvale	738-4888	$89-125
Holiday Inn-Palo Alto	Palo Alto	328-2800	$100-128
Holiday Inn-Park Center Plaza	San Jose	998-0400	$73-90
Holiday Inn-Sunnyvale	Sunnyvale	245-5330	$89-109
Hyatt Palo Alto	Palo Alto	493-0800	$109-145
Hyatt Rickeys	Palo Alto	493-8000	$109-154
Hyatt San Jose	San Jose	993-1234	$99-159
Marriott	Santa Clara	988-1500	$119-150
Radisson San Jose	San Jose	298-0100	$99-109
Sheraton Sunnyvale	Sunnyvale	745-6000	$92-108
Woodmark	Santa Clara	446-3030	$112-142

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Santa Clara	986-0700	
Fairmont Hotel	San Jose	998-1900	$125-170
Hilton Sainte Claire	San Jose	295-2000	
Hilton Sunnyvale	Sunnyvale	738-4888	
Hyatt Hotels of Palo Alto	Palo Alto	493-8000	
Hyatt San Jose	San Jose	993-1234	$75-104
Marriott Santa Clara	Santa Clara	988-1500	$45-135
Radisson San Jose Airport	San Jose	298-0100	$80-125
Red Lion Inn	San Jose	279-0600	
Sheraton Sunnyvale	Sunnyvale	745-6000	$94-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alexander's	Santa Clara	988-1500	M-E
Emile's	San Jose	289-1960	M
Paolo'a	San Jose	294-2558	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NW
Time: 10 min.
Taxi: $7.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $44.00
Budget: $40.00
Dollar: $47.00
Hertz: $49.00

SCRANTON-WILKES BARRE, PA.

VITAL STATISTICS

Population: 736,400
Households: 283,500
Median Age: 37.3
Total EBI: $7,976,125,000
Median Hshld. EBI: $21,341
Total Retail Sales: $4,655,419,000
Buying Power Index: .2749
Chamber of Commerce: 342-7711/823-2101
Convention & Visitors Bureau: 342-7711
Telephone Area Code: 717

MEAL & LODGING COSTS

Avg. Daily Lodging: $68.20
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 6.0%
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Genetti Lodge	Hazleton	454-2494	$52-76
Holiday Inn	Wilkes-Barre	824-8901	$53-74
Holiday Inn-Hazleton	Hazleton	455-2061	$54-71
The Inn at Nichols Village	Clarks Summit	587-1135	$68-94
Woodlands Inn and Resort	Wilkes-Barre	824-9831	$45-95

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Crossgates	Wilkes-Barre	824-7100	$47-57

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ryah House	Scranton	587-4124	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi.
Time: 15-20 min.
Taxi: $12.00
Limo: $10.50

DAILY AUTO RENTAL

Avis: $39.00
Budget: $39.00
Dollar: N.A.
Hertz: $40.00

SEATTLE, WASH.

VITAL STATISTICS

Population: 1,842,500
Households: 748,400
Median Age: 32.8
Total EBI: $30,101,049,000
Median Hshld. EBI: $32,665
Total Retail Sales: $14,380,428,000
Buying Power Index: .9033
Chamber of Commerce: 461-7200
Convention & Visitors Bureau: 447-4200
Telephone Area Code: 206

MEAL & LODGING COSTS

Avg. Daily Lodging: $95.85
Meals: B-$8.16
L-$9.30
D-$18.82

PER DIEM

Total: $132.13
Index: 98

TAX RATES

Meals: 8.0%
Lodging: 12.9%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Airport Executel	Seattle	878-1814	$61-82
Best Western Continental Plaza	Seattle	284-1900	$54-66
Best Western Greenwood	Bellevue	455-9444	$67-80
Best Western Landmark Inn	Lynnwood	775-7447	$44-55

SEATTLE (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree Inn	Seattle	246-8220	$72-82
Doubletree Suites	Seattle	575-8220	$93-150
Hilton	Seattle	624-0500	$91-156
Hilton Bellevue	Bellevue	455-3330	$76-94
Hilton Seattle Airport	Seattle	244-4800	$94-129
Holiday Inn-Bellevue	Bellevue	455-5240	$71-86
Holiday Inn-Seattle North	Everett	745-2555	$50-65
Holiday Inn Crowne Plaza	Seattle	464-1980	$130-157
Hyatt Airport	Seattle	244-6000	$79-120
Inn at the Market	Seattle	446-4484	$75-145
Marriott Sea-Tac	Seattle	241-2000	$120-130
Mayflower Park	Seattle	623-8700	$66-86
Meany Tower	Seattle	634-2000	$74-88
Nendels Inn	Everett	258-4141	$39-45
Red Lion-Bellevue Center	Bellevue	455-1515	$63-79
Red Lion Inn-Bellevue	Bellevue	455-1300	$99-128
Sheraton Hotel & Towers	Seattle	621-9000	$143-189
Sorrento Hotel	Seattle	622-6400	$110-130
Warwick	Seattle	443-4300	$125-170
Westcoast Camlin	Seattle	682-0100	$69-72
Westcoast Sea-Tac	Seattle	246-5535	$62-72
Westin Seattle	Seattle	728-1000	$100-200

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Edgewater Inn	Seattle	728-7000	
Four Seasons Olympic Hotel	Seattle	621-1700	
Hyatt Airport	Seattle	244-6000	
Marriott Sea-Tac	Seattle	241-2000	
Red Lion Inn-Bellevue	Bellevue	455-1300	
Red Lion Sea-Tac	Seattle	246-8600	
Sheraton Hotel & Towers	Seattle	621-9000	$68-98
Stouffer Madison Hotel	Seattle	583-0300	
Westin Seattle	Seattle	728-1000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cafe Alexis	Seattle	624-3646	M-E
Canlis'	Seattle	283-3313	M-E
Fuller's	Seattle	621-9000	M-E
Georgian Room	Seattle	621-1700	M-E
Gerard's Relais de Lyon	Seattle	485-7600	M
Henry's Off Broadway	Seattle	329-8063	M-E
Hunt Club (Sorrento Hotel)	Seattle	622-6400	M
Labuznik	Seattle	441-8899	M-E
Latitude 47	Seattle	284-1047	M
Maxi's	Seattle	433-1892	M
Mirabeau	Seattle	624-4550	M-E
Palm Court (Westin Hotel)	Seattle	728-1000	M-E
Le Provencal	Kirkland	827-3300	M
*Ray's Boathouse	Seattle	789-3770	M
Rosellini's Four-10	Seattle	728-0410	M-E
Rosellini's Other Place	Seattle	623-7340	M
Simon's	Seattle	575-3500	[illegible]
Le Tastevin	Seattle	283-0991	[illegible]
Trader Vic's (Westin Hotel)	Seattle	728-1[illegible]	[illegible]

AIRPORT-TO-CITY TRANSPORTATION
Distance: 13 mi. S
Time: 20-40 min.
Taxi: $24.50
Limo: $5.00

DAILY AUTO RENTAL
Avis: $48.00
Budget: $47.00
Dollar: $43.00
Hertz: $48.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award winner.

SPRINGFIELD, ILL.

VITAL STATISTICS
Population: 194,800
Households: 79,800
Median Age: 33.5
Total EBI: $2,311,315,000
Median Hshld. EBI: $22,158
Total Retail Sales: $1,414,224,000
Buying Power Index: .0793
Chamber of Commerce: 525-1173
Convention & Visitors Bureau: 789-2360
Telephone Area Code: 217

MEAL & LODGING COSTS
Avg. Daily Lodging: $70.00
Meals: B-$5.17
L-$8.10
D-$18.01
PER DIEM
Total: $101.28
Index: 75
TAX RATES
Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-East	Springfield	529-7171	$54-69
Ramada Renaissance	Springfield	544-8800	$70-115
Sheraton	Springfield	529-6611	$50-62

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Springfield	Springfield	789-1530	
Holiday Inn-East	Springfield	529-7171	$50-65
Ramada Renaissance	Springfield	544-8800	$66-94

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Baur's	Springfield	789-4311	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 3 mi. N
Time: 15 min.
Taxi: $5.00
Limo: N.A.

DAILY AUTO RENTAL
Avis: $48.00
Budget: $49.00
Dollar: N.A.
Hertz: $48.00

SPRINGFIELD, MASS.

VITAL STATISTICS
Population: 590,900
Households: 218,700
Median Age: 33.1
Total EBI: $7,634,924,000
Median Hshld. EBI: $26,317
Total Retail Sales: $4,467,247,000
Buying Power Index: .2541
Chamber of Commerce: 787-1555
Convention & Visitors Bureau: 787-1548
Telephone Area Code: 413

MEAL & LODGING COSTS
Avg. Daily Lodging: $92.58
Meals: B-$7.13
L-$7.94
D-$16.86
PER DIEM
Total: $124.51
Index: 92
TAX RATES
Meals: 5.0%
Lodging: 5.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Inn-Northampton	Northampton	586-1211	$48-67
Holiday Inn-Springfield	Springfield	781-0900	$68-130
Howard Johnson	West Springfield	739-7261	$58-80
Marriott Springfield	Springfield	781-7111	$98-138
Sheraton Tara	Springfield	781-1010	$105-139
Sheraton West	West Springfield	781-8750	$75-105

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Springfield	Springfield	781-7111	$69-115
Sheraton Tara	Springfield	781-1010	
Sheraton West	West Springfield	781-8750	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beardsley's Cafe	Northampton	586-2699	M
Old Storrowton Tavern	West Springfield	732-4188	M
Upper Crust	Springfield	781-1010	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 18 mi. S
Time: 30 min.
Taxi: $28.00
Limo: $6.00

DAILY AUTO RENTAL
Avis: $64.00
Budget: $37.00
Dollar: N.A.
Hertz: N.A.

ST. LOUIS, MO.

VITAL STATISTICS
Population: 2,482,100
Households: 913,100
Median Age: 33.1
Total EBI: $32,128,071,000
Median Hshld. EBI: $27,397
Total Retail Sales: $17,027,328,000
Buying Power Index: 1.0363
Chamber of Commerce: 421-1023
Convention & Visitors Bureau:
800-325-7962/421-1023
Telephone Area Code: 314

MEAL & LODGING COSTS
Avg. Daily Lodging: $99.53
Meals: B-$6.37
L-$10.50
D-$19.25
PER DIEM
Total: $135.65
Index: 100
TAX RATES
Meals: 6.0%
Lodging: 9.85%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Breckenridge Frontenac	St. Louis	993-1100	$72-155
Cheshire Inn & Lodge	St. Louis	647-7300	$77-90
Clarion Hotel	St. Louis	241-9500	$70-125
Doubletree Hotel & Conference Center	Chesterfield	532-5000	$120-149

ST. LOUIS (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Harley Hotel	Earth City	291-6800	$70-84
Hilton Park Terrace	St. Louis	426-5500	$89-116
Marriott Airport	St. Louis	423-9700	$118-150
Marriott Courtyard	Creve Coeur	993-0515	$48-70
Marriott Pavilion	St. Louis	421-1776	$112-142
Oakland Park Inn	St. Louis	427-4700	$69-78
Omni International at St. Louis Union Station	St. Louis	241-6664	$95-150
Radisson Hotel	St. Louis	421-4000	$69-110
Radisson Hotel Clayton	Clayton	726-5400	$76-94
Sheraton Plaza	St. Louis	434-5010	$89-120
Sheraton St. Louis	St. Louis	231-5100	$69-134
Sheraton South	St. Louis	892-3600	$58-78
Sheraton West Port Inn	St. Louis	878-1500	$89-120
Stouffer Concourse	St. Louis	429-1100	$99-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark-St. Louis	St. Louis	241-7400	$80-149
Breckenridge Frontenac	St. Louis	993-1100	$60-110
Chase Hotel	St. Louis	361-2500	$50-100
Clarion Hotel	St. Louis	241-9500	$40-90
Doubletree Hotel & Conference Center	Chesterfield	532-5000	$130-210
Henry VIII Hotel & Conference Center	Bridgeton	731-3040	
Hilton Park Terrace	St. Louis	426-5500	$55-150
Holiday Inn-Clayton Plaza	Clayton	863-0400	$71-108
Holiday Inn-Riverfront	St. Louis	621-8200	$50-110
Marriott Airport	St. Louis	423-9700	$54-118
Marriott Pavilion	St. Louis	421-1776	$65-105
Omni International at St. Louis Union Station	St. Louis	241-6664	$65-125
Sheraton Plaza	St. Louis	434-5010	
Sheraton St. Louis	St. Louis	231-5100	$69-134
Sheraton West Port Inn	St. Louis	878-1500	
Stouffer Concourse Hotel	St. Louis	429-1100	$59-135
Stratford House	Fenton	343-4300	$37-44

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Agostino's Colosseum	Creve Coeur	434-2959	M
Al Baker's	St. Louis	863-8878	M
Al's	St. Louis	421-6399	M-E
*Anthony's	St. Louis	231-2434	E
Benedetto's	St. Louis	821-2555	M
Cafe De France	St. Louis	231-2204	M-E
Cheshire Inn	St. Louis	647-7300	M
Chez Louis	Clayton	863-8400	M-E
Dominic's	St. Louis	771-1632	M
Faust's	St. Louis	241-7400	M
Fio's La Fourchette	St. Louis	863-6866	M
Giovanni's	St. Louis	772-5958	M
Giovanni's Little Place	Ballwin	227-7230	M
J.W. Carver's	St. Louis	421-1776	M
John Mineo's	St. Louis	434-5244	M
John Mineo's II & Pauls	St. Louis	421-2324	M
Kemoll's	St. Louis	534-2705	M
Port St. Louis	St. Louis	727-1142	M
Posh's	St. Louis	426-5500	M
Richard Perry	St. Louis	771-4100	M
Sea Grill	St. Louis	241-3636	M-E
*Tony's	St. Louis	231-7007	M
Veranda's at the Park	St. Louis	426-5500	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. NW
Time: 20-30 min.
Taxi: $16.50
Limo: $6.00

DAILY AUTO RENTAL

Avis: $38.00
Budget: $49.00
Dollar: $45.00
Hertz: $48.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

SYRACUSE, N.Y.

VITAL STATISTICS

Population: 651,400
Households: 236,800
Median Age: 32.0
Total EBI: $8,038,384,000
Median Hshld. EBI: $25,920
Total Retail Sales: $4,305,309,000
Buying Power Index: .2626
Chamber of Commerce: 470-1343
Convention & Visitors Bureau: 470-1343
Telephone Area Code: 315

MEAL & LODGING COSTS

Avg. Daily Lodging: $86.10
Meals: B-$5.98
L-$9.30
D-$18.01

PER DIEM

Total: $119.39
Index: 88

TAX RATES

Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Genesee Inn	Syracuse	476-4212	$52-77
Hilton at Syracuse Square	Syracuse	471-7300	$66-100
Marriott Syracuse	Syracuse	432-0200	$107-130
Sheraton Syracuse	Syracuse	457-1122	$61-81
Sheraton University Inn & Conference Center	Syracuse	475-3000	$84-103

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Tower Hotel Syracuse	Syracuse	422-5121	
Marriott Syracuse	Syracuse	432-0200	$96-150
Sheraton Syracuse	Syracuse	457-1122	
Sheraton University Inn & Conference Center	Syracuse	475-3000	$84-104

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Crittela's Ristorante	Manlius	682-4230	M
Norm Colman's Inn Between	Camillus	672-3166	M
Pascale	Syracuse	471-3040	M-E
Poseidon	Syracuse	472-4474	M
Sterio's Landmark	Syracuse	472-8883	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6.5 mi. NE
Time: 15-20 min.
Taxi: $10.50
Limo: $35.00

DAILY AUTO RENTAL

Avis: $57.00
Budget: $47.00
Dollar: $40.00
Hertz: $46.00

TACOMA, WASH.

VITAL STATISTICS

Population: 555,900
Households: 210,300
Median Age: 31.2
Total EBI: $5,876,728,000
Median Hshld. EBI: $21,767
Total Retail Sales: $3,392,124,000
Buying Power Index: .2028
Chamber of Commerce: 627-2175
Convention & Visitors Bureau: 627-2836
Telephone Area Code: 206

MEAL & LODGING COSTS

Avg. Daily Lodging: $52.83
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 7.9%
Lodging: 7.9%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Executive Inn	Fife	922-0080	$47-60
Best Western Lakewood	Tacoma	584-2212	$42-57
Best Western Tacoma	Tacoma	535-2880	$48-64
La Quinta	Tacoma	383-0146	$47-56
Royal Coachman	Tacoma	922-2500	$39-54
Shilo Inn	Tacoma	475-4020	$51-69

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Tacoma	Tacoma	572-3200	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Lobster Shop South	Tacoma	759-2165	M
The Rose Room	Tacoma	591-4155	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 23 mi. N
Time: 30-45 min.
Taxi: $32.75
Limo: $9.00

DAILY AUTO RENTAL

Avis: $56.00
Budget: $33.00
Dollar: N.A.
Hertz: $48.00

TAMPA-ST.PETERSBURG-CLEARWATER, FLA.

VITAL STATISTICS

Population: 2,033,100
Households: 864,300
Median Age: 40.7
Total EBI: $25,596,483,00[illegible]
Median Hshld. EBI: $22[illegible]
Total Retail Sales: $14,783,567,000
Buying Power Index: .8523
Chamber of Commerce: 228-7777/821-4715/461-0011
Convention & Visitors Bureau: 800-826-8358/213-1111
Telephone Area Code: 813

MEAL & LODGING COSTS

Avg. Daily Lodging: $109.29
Meals: B-$7.12
L-$7.51
D-$18.82

PER DIEM

Total: $142.74
Index: 105

TAX RATES

Meals: 5.0%
Lodging: 8.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Clearwater Beach	443-5714	$102-152
Bay Harbor Inn	Tampa	885-2541	$77-110
Breckinridge Resort	St. Petersburg Beach	360-1833	$108-122
Embassy Suites-Airport	Tampa	873-8675	$119-129
Embassy Suites-Busch Gardens	Tampa	971-7690	$85-115
Guest Quarters	Tampa	875-1555	$89-124
Hilton	Clearwater Beach	447-9566	$99-155
Hilton-Airport	Tampa	877-6688	$70-115
Hilton-Redington Beach	N. Redington Beach	391-4000	$110-165
Hilton Inn	St. Petersburg Beach	360-1811	$95-130
Holiday Inn-Airport	Clearwater	577-9100	$65-85
Holiday Inn-Gulfview	Clearwater Beach	447-6461	$86-126
Holiday Inn-Madeira Beach	Madeira Beach	392-2275	$95-130
Holiday Inn-Route 19	Clearwater	797-8173	$50-76
Holiday Inn-Sabal Park	Tampa	623-6363	$75-100
Holiday Inn-Surfside	Clearwater Beach	461-3222	$126-151
Holiday Inn-Treasure Island	Treasure Island	367-2761	$49-124
Howard Johnson-Plaza	Tampa	873-7900	$78-103
Hyatt Regency	Tampa	225-1234	$87-119
Marriott-Airport	Tampa	879-5151	$89-125
Marriott-Westshore	Tampa	876-9611	$120-140
Pickett Suite-Airport	Tampa	888-8800	$99-135
Sandpiper Beach	St. Petersburg Beach	360-5551	$99-144
Sheraton Sand Key Resort	Clearwater Beach	595-1611	$108-148
Sheraton Tampa East	Tampa	626-0999	$65-95
Trade Winds	St. Petersburg Beach	367-6461	$138-182

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Belleview Biltmore Hotel	Clearwater	442-6171	$50-145
Don Cesar Registry Resort	St. Petersburg Bch.	360-1881	$90-175
Hilton-Airport	Tampa	877-6688	$60-105
Hilton & Towers	St. Petersburg	894-5000	
Holiday Inn-Airport	Tampa	879-4800	
Holiday Inn-Ashley Plaza	Tampa	223-1351	$50-56
Holiday Inn-Sabal Park	Tampa	623-6363	$60-125
Howard Johnson Plaza-Westshore	Tampa	873-7900	
Hyatt Regency	Tampa	225-1234	
Hyatt Regency Westshore	Tampa	874-1234	
Innisbrook Resort	Tarpon Springs	942-2000	$85-140
Marriott-Airport	Tampa	879-5151	
Marriott-Westshore	Tampa	876-9611	
Radisson Inn-Tampa Bay	Tampa	880-8900	$45-105
Ramada Hotel-Airport	Tampa	877-0534	$40-65
Ramada Hotel-North	Tampa	933-4011	$44-49
Saddlebrook Resort	Wesley Chapel	973-1111	$60-240
Safety Harbor Spa & Fitness Center	Safety Harbor	726-1161	$60-115
Sheraton Grand Westshore	Tampa	286-4400	$60-110
Sheraton Sand Key Resort	Clearwater Beach	595-1611	$74-148
Tradewinds	St. Petersburg Bch.	367-6461	$75-155
Wyndham Harbour Island	Harbour Island	229-5000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Basta's	St. Petersburg	894-7880	M
Bentley's	Clearwater	797-1177	M
*Bern's Steak House	Tampa	251-2421	M-E
C.K.'s	Tampa	879-5151	M
*Columbia	Tampa	248-4961	
Cypress Room	Wesley Chapel	973-1111	M-E
Flagship	Clearwater Bch.	443-6210	M
Harbour View	Harbour Island	229-5001	M
Heilman's Beachcomber	Clearwater Bch.	442-4144	M
King Charles	St. Petersburg Bch.	360-1881	M-E
Le Pompano	St. Petersburg Bch.	596-0333	M
Tobacco Company	Tampa	985-8200	M
Wine Cellar	St. Petersburg Bch.	393-3491	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NW
Time: 10-15 min.
Taxi: $13.50
Limo: $9.00

DAILY AUTO RENTAL

Avis: $32.00
Budget: $33.00
Dollar: $30.00
Hertz: $40.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

TOLEDO, OHIO

VITAL STATISTICS

Population: 615,600
Households: 234,000
Median Age: 31.6
Total EBI: $7,295,028,000
Median Hshld. EBI: $24,177
Total Retail Sales: $4,768,305,000
Buying Power Index: .2560
Chamber of Commerce: 243-8191
Convention & Visitors Bureau: 243-8191
Telephone Area Code: 419

MEAL & LODGING COSTS

Avg. Daily Lodging: $80.86
Meals: B-$5.27
L-$6.58
D-$17.25

PER DIEM

Total: $109.96
Index: 81

TAX RATES

Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-French Quarter	Perrysburg	874-3111	$51-120
Holiday Inn-Southwest	Toledo	381-8765	$58-86
Marriott Courtyard	Holland	866-1001	$60-70
Radisson	Toledo	241-3000	$69-185
Ramada Inn	Toledo	865-1361	$50-72
Royal Inn	Toledo	666-5120	$41-61
Sheraton Westgate	Toledo	535-7070	$84-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn French Quarter	Perrysburg	874-3111	$48-118
Holiday Inn Riverview	Toledo	243-8860	$50-56
Sheraton Westgate	Toledo	535-7070	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Cafe Royal	Toledo	241-1411	M-E
Crystal's	Toledo	535-7070	M
Fifi's	Toledo	866-6777	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. SW
Time: 20-30 min.
Taxi: $28.00
Limo: $15.00

DAILY AUTO RENTAL

Avis: $49.00
Budget: $48.00
Dollar: N.A.
Hertz: $50.00

TUCSON, ARIZ.

VITAL STATISTICS

Population: 650,000
Households: 258,900
Median Age: 32.4
Total EBI: $6,974,772,000
Median Hshld. EBI: $20,505
Total Retail Sales: $4,272,629,000
Buying Power Index: .2446
Chamber of Commerce: 792-1212
Convention & Visitors Bureau: 624-1817
Telephone Area Code: 602

MEAL & LODGING COSTS

Avg. Daily Lodging: $88.36
Meals: B-$6.96
L-$8.92
D-$17.25

PER DIEM

Total: $121.49
Index: 90

TAX RATES

Meals: 7.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Arizona Inn	Tucson	325-1541	$95-128
Best Western Airport	Tucson	746-0271	$49-89
Doubletree Hotel	Tucson	881-4200	$98-108
Embassy Suites-Airport	Tucson	573-0700	$89-109
Embassy Suites-Broadway	Tucson	745-2700	$75-104
Hilton East	Tucson	721-5600	$68-104
Holiday Inn-Palo Verde Plaza	Tucson	746-1161	$55-90
Hotel Park Tucson	Tucson	323-6262	$85-105
Quality Inn Airport	Tucson	746-3932	$50-110
Radisson Suites	Tucson	721-7100	$75-95
Viscount Suite Hotel	Tucson	745-6500	$64-99

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Tucson	881-4200	
Hilton East	Tucson	721-5600	$40-108
Holiday Inn-Broadway	Tucson	624-8711	
Holiday Inn-Palo Verde Plaza	Tucson	746-1161	$52-77
Loew's Ventana Canyon	Tucson	299-2020	$75-215
Park Tucson	Tucson	323-6262	$45-115
Romada Inn-Downtown	Tucson	624-8341	$45-65
Sheraton El Conquistador	Tucson	742-7000	$70-215
Westin La Paloma	Tucson	742-6000	$165-205
Westward Look Resort	Tucson	297-1151	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arizona Inn	Tucson	325-1541	M
Cactus Rose	Tucson	881-4200	M
Cafe Terra Cotta	Tucson	577-8100	M
Las Campanas De Las Catalinas	Tucson	299-1771	M
Capriccio	Tucson	887-2333	M
Charles	Tucson	296-7173	M-E
Daniel's	Tucson	742-3200	M
The Gold Room	Tucson	297-1151	M-E
Janos	Tucson	884-9426	M-E

TUCSON (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Jerome's	Tucson	721-0311	M
Katherine and Company	Tucson	298-8017	M
Olive Tree	Tucson	298-1845	M
Painted Desert	Tucson	885-5310	E
Palomino	Tucson	795-5561	M
Propre Place	Tucson	721-5666	M
Scordato's	Tucson	792-3055	M
The Tack Room	Tucson	722-2800	M-E
Ventana Room	Tucson	299-2020	M-E
La Villa	Tucson	577-5806	M
The White Dove	Tucson	742-7000	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 20 min
Taxi: $13.50
Limo: $8.00

DAILY AUTO RENTAL

Avis: $45.00
Budget: $34.00
Dollar: $35.00
Hertz: $45.00

TULSA, OKLA.

VITAL STATISTICS

Population: 747,400
Households: 288,600
Median Age: 32.5
Total EBI: $7,579,653,000
Median Hshld. EBI: $20,140
Total Retail Sales: $4,429,594,000
Buying Power Index: .2653
Chamber of Commerce: 585-1201
Convention & Visitors Bureau: 585-1201
Telephone Area Code: 918

MEAL & LODGING COSTS

Avg. Daily Lodging: $81.83
Meals: B-$5.33
L-$7.88
D-$16.98

PER DIEM

Total: $112.02
Index: 83

TAX RATES

Meals: 7.0%
Lodging: 11.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree at Warren Place	Tulsa	495-1000	$86-112
Doubletree Downtown	Tulsa	587-8000	$85-115
Embassy Suites	Tulsa	622-4000	$78-93
Hilton Inn	Tulsa	622-7000	$48-68
Holiday Inn-Tulsa Holidome	Tulsa	663-4541	$52-67
Sheraton Kensington	Tulsa	493-7000	$69-109

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Camelot Hotel	Tulsa	747-8811	
Doubletree at Warren Place	Tulsa	495-1000	
Doubletree Downtown	Tulsa	587-8000	$55-75
Grandview Hotel	Tulsa	492-5000	
Hilton Inn	Tulsa	622-7000	
Marriott Hotel	Tulsa	627-5000	$49-93
Sheraton Kensington	Tulsa	493-7000	
Westin Williams Center	Tulsa	582-9000	$70-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Fountains	Tulsa	749-9916	M
Foxglove	Tulsa	627-5000	M
Montagues Grill	Tulsa	582-9000	M-E
Palermo's	Tulsa	[illegible]6-3053	M
Warren Duck Club	Tulsa	495-1000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. NE
Time: 20 min
Taxi: $10.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $38.00
Budget: $40.00
Dollar: $34.00
Hertz: $47.00

WASHINGTON, D.C.

VITAL STATISTICS

Population: 3,729,800
Households: 1,401,600
Median Age: 32.3
Total EBI: $67,329,950,000
Median Hshld. EBI: $38,489
Total Retail Sales: $31,471,548,000
Buying Power Index: 1.9756
Chamber of Commerce: 347-7201
Convention & Visitors Bureau: 789-7000
Telephone Area Code: 202

MEAL & LODGING COSTS

Avg. Daily Lodging: $177.77
Meals: B-$8.16
L-$14.52
D-$23.01

PER DIEM

Total: $223.46
Index: 165

TAX RATES

Meals: 8.0%
Lodging: 10.0%

HOTELS/MOTELS (District of Columbia Only)

NAME	QUADRANT	PHONE	RATES
Embassy Row	NW	265-1600	$135-195
Embassy Suites	NW	857-3388	$164-270
Grand	NW	429-0100	$190-230
Grand Hyatt	NW	582-1234	$180-205
Hay-Adams	NW	638-6600	$150-325
J.W. Marriott	NW	393-2000	$179-209
Marriott Washington	NW	872-1500	$165-200
The Mayflower	NW	347-3000	$95-245
Omni Georgetown	NW	293-3100	$125-200
One Washington Circle	NW	872-1680	$115-190
River Inn	NW	337-7600	$120-172
Vista International	NW	429-1700	$135-180
Washington Court-Capitol Hill	NW	628-2100	$145-210
Washington Hotel	NW	638-5900	$110-174
Wyndham Bristol	NW	955-6400	$140-180

MEETING SITES/CONFERENCE CENTERS

NAME	QUADRANT	PHONE	GROUP RATES
Grand Hyatt	NW	582-1234	
Hilton & Towers	NW	483-3000	$115-195
Hilton Capital	NW	393-1000	$135-215
Hyatt Park	NW	789-1234	$205-245
Hyatt Regency	NW	737-1234	
J.W. Marriott	NW	393-2000	
Loew's L'Enfant Plaza	SW	484-1000	$98-180
Madison Hotel	NW	862-1600	$100-235
Marriott Twin Bridges	NW	628-4200	
Marriott Washington	NW	872-1500	$99-170
The Mayflower	NW	347-3000	$95-195
Omni Shoreham	NW	234-0700	
Sheraton Washington	NW	328-2000	
Vista International	NW	429-1700	$110-135
Washington Court-Capitol Hill	NW	628-2100	$110-230
Washington Hotel	NW	638-5900	$115-159
Washington Plaza Hotel	NW	842-1300	$69-135
Westin Hotel	NW	429-2400	
Willard Inter-Continental	NW	628-9100	$175-295

RESTAURANTS

NAME	QUADRANT	PHONE	PRICE CODE
American Harvest	NW	429-1700	M-E
Aux Beaux Champs	NW	342-0444	M-E
Celadon	NW	393-0361	M-E
Chardonnay	NW	232-7000	M
Chaucer's	NW	393-3000	M
Coeur De Lion	NW	638-5200	M
Colonnade Room	NW	457-5000	M-E
Dominique's	NW	452-1126	M-E
Filomena Italian Brasserie	NW	338-8800	M
Fourways	NW	483-3200	M-E
Galileo	NW	293-7191	M
Germaine's	NW	965-1185	M
Jean Louis	NW	298-4488	E
Jockey Club	NW	659-8000	M-E
John Hay Room	NW	638-6600	M-E
Le Lion D'Or	NW	296-7972	M-E
Maison Blanche/Rive Gauche	NW	842-0070	M-E
Melrose	NW	955-3899	M-E
Montpelier	NW	862-1712	M-E
Morton's of Chicago	NW	342-6258	M-E
Mr. K's	NW	331-8868	M
Nicholas	NW	347-8900	M-E
Nora	NW	462-5143	M
Occidental	NW	783-1475	M-E
Le Pavillon	NW	833-3846	E
Powerscourt	NW	737-3776	M
Prime Rib	NW	466-8811	M-E
1789	NW	965-1789	M-E
Tiberio	NW	452-1915	M-E
Willard Room	NW	628-9100	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: National-4 mi. S
Dulles-26 mi. W
Time: National-20 min.
Dulles-45-60 min.
Taxi: National-$7.00
Dulles-$30.00
Limo: National-$5.00
Dulles-$11.00

DAILY AUTO RENTAL

Avis: $45.00
Budget: $55.00
Dollar: $38.00
Hertz: $52.00

Note: The District of Columbia is divided into four quadrants that emanate from the Capitol building. They are **NE** (Northeast), **NW** (Northwest), **SE** (Southeast), and **SW** (Southwest). All D.C. addresses carry one of these designations, and listings of Hotels/Motels, Meeting Sites/Conference Centers, and Restaurants are followed by the appropriate location indicator.

WEST PALM BEACH-BOCA RATON-DELRAY BEACH, FLA.

VITAL STATISTICS

Population: 835,800
Households: 361,100
Median Age: 41.9
Total EBI: $13,674,989,000
Median Hshld. EBI: $27,755
Total Retail Sales: $7,380,468,000
Buying Power Index: .4259
Chamber of Commerce: 471-1322/395-4433/278-0424
Convention & Visitors Bureau: 471-3995
Telephone Area Code: 407

MEAL & LODGING COSTS

Avg. Daily Lodging: $134.60
Meals: **B**-$5.17
L-$8.37
D-$19.47

PER DIEM

Total: $167.61
Index: 124

TAX RATES

Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bridge Hotel	Boca Raton	368-9500	$97-120
Heart of Palm Beach	Palm Beach	655-5600	$109-149
Hilton Palm Beach	Palm Beach	586-6542	$140-250
Hilton Palm Beach Airport	West Palm Beach	684-9400	$110-180
Holiday Inn Camino Real	Delray Beach	278-0882	$99-150
Marriott Crocker Center	Boca Raton	392-4600	$129-169
Park Place	Boca Raton	994-8200	$125-145
Royce Hotel	West Palm Beach	689-6400	$118-135
Sheraton Hotel & Towers	Boca Raton	368-5252	$126-146
Sheraton Inn	West Palm Beach	689-6100	$85-110

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Boca Raton Hotel & Club	Boca Raton	395-3000	
Breakers Hotel	Palm Beach	655-6611	$90-300
Hilton Palm Beach Airport	West Palm Beach	684-9400	
Holiday Inn Palm Beach	West Palm Beach	659-3880	$85-115
Marriott Boca Raton	Boca Raton	392-4600	
Ocean Grand	Palm Beach	582-2800	$80-195
Palm Hotel	West Palm Beach	833-1234	$40-109
Park Place	Boca Raton	994-8200	$60-105
Royce Hotel	West Palm Beach	689-6400	$65-135
Sheraton Hotel & Towers	Boca Raton	368-5252	
Sheraton PGA Resort	Palm Beach Gardens	627-2000	$69-205

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arturo's Ristorante	Boca Raton	997-7373	E
*Boca Raton Hotel & Club	Boca Raton	395-3000	E
Bridge Restaurant	Delray Beach	278-7816	M-E
Cafe Chardonnay	Palm Beach Gardens	627-2662	M
Cafe Cocoanut	North Palm Beach	694-6900	M
Cafe Du Parc	Lake Park	845-0529	M
Cafe L'Europe	Palm Beach	655-4020	M-E
Charley's Crab	Palm Beach	659-1500	M
Chez Marcel	Boca Raton	368-6553	M-E
Explorers	Palm Beach Gardens	627-2000	E
La Finestra	Boca Raton	392-1838	E
Joe Muer Seafood	Boca Raton	997-6688	M
Providencia	Palm Beach	655-2600	M
Raffaello's	Boca Raton	392-4855	M
Rene's	Boca Raton	488-3550	M
Roberto	Delray Beach	278-8351	E
St. Honore	Palm Beach Gardens	627-9099	E
La Vieille Maison	Boca Raton	391-6701	E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. W
Time: 15 min.
Taxi: $7.50
Limo: $6.00

DAILY AUTO RENTAL

Avis: $29.00
Budget: $30.00
Dollar: $25.00
Hertz: $30.00

Note: An asterisk (*) indicates a 1989 S&MM BEDA (Business Executives' Dining Award) winner.

WICHITA, KANS.

VITAL STATISTICS

Population: 448,800
Households: 174,300
Median Age: 31.8
Total EBI: $6,285,415,000
Median Hshld. EBI: $27,118
Total Retail Sales: $2,878,522,000
Buying Power Index: .1916
Chamber of Commerce: 265-7771
Convention & Visitors Bureau: 265-2800
Telephone Area Code: 316

MEAL & LODGING COSTS

Avg. Daily Lodging: $71.14
Meals: **B**-$5.88
L-$6.20
D-$10.77

PER DIEM

Total: $93.99
Index: 69

TAX RATES

Meals: 5.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Heritage Inn	Wichita	943-2181	$40-55
Hilton Airport	Wichita	945-5272	$63-100
Holiday Inn-East	Wichita	685-1281	$56-90
Marriott Wichita	Wichita	651-0333	$90-110
Ramada at Broadview Place	Wichita	262-5000	$49-73
Talavera	Wichita	945-2600	$60-70
Wichita Royale	Wichita	263-2101	$65-75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Airport	Wichita	945-5272	
Hilton East	Wichita	686-7131	$50-99
Marriott Wichita	Wichita	651-0333	$54-99

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Carnegie's	Wichita	686-0531	M
Legends	Wichita	945-5272	M
Olive Tree	Wichita	681-3404	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 10-15 min.
Taxi: $7.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $41.00
Budget: $40.00
Dollar: $28.00
Hertz: $41.00

WILMINGTON, DEL.

VITAL STATISTICS

Population: 564,700
Households: 203,900
Median Age: 32.7
Total EBI: $7,839,329,000
Median Hshld. EBI: $29,863
Total Retail Sales: $4,121,303,000
Buying Power Index: .2489
Chamber of Commerce: 655-7221
Convention & Visitors Bureau: 652-4088
Telephone Area Code: 302

MEAL & LODGING COSTS

Avg. Daily Lodging: $110.33
Meals: **B**-$6.58
L-$10.98
D-$19.79

PER DIEM

Total: $147.68
Index: 109

TAX RATES

Meals: None
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western El Capitan	Wilmington	656-9436	$69-89
DuPont Hotel	Wilmington	594-3100	$100-200
Radisson Wilmington	Wilmington	655-0400	$82-122

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Wilmington	Wilmington	655-0400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brandywine Room (DuPont Hotel)	Wilmington	594-3156	M-E
Green Room (DuPont Hotel)	Wilmington	594-3154	E
Vincente's	Wilmington	652-5142	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. S
Time: 10-12 min.
Taxi: $14.00
Limo: N.A.

DAILY AUTO RENTAL

Avis: $37.00
Budget: $43.00
Dollar: $41.00
Hertz: $38.00

WORCESTER-FITCHBURG-LEOMINSTER, MASS.

VITAL STATISTICS

Population: 677,600
Households: 250,200
Median Age: 33.8
Total EBI: $9,632,068,000
Median Hshld. EBI: $29,730
Total Retail Sales: $4,451,060,000
Buying Power Index: .2934
Chamber of Commerce: 753-2924
Convention & Visitors Bureau: 753-2920
Telephone Area Code: 508

MEAL & LODGING COSTS

Avg. Daily Lodging: $104.67
Meals: **B**-$6.31
L-$9.03
D-$21.16

PER DIEM

Total: $141.17
Index: 104

TAX RATES

Meals: 5.0%
Lodging: 9.7%

WORCESTER(cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Marriott Westborough	Westborough	366-5511	$93-120
Marriott Worcester	Worcester	791-1600	$106-118
Sheraton Worcester	Worcester	852-4000	$88-103

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Royal Plaza	Marlborough	460-0700	
Holiday Inn-Marlboro	Marlborough	481-3000	$49-89
Marriott Westborough	Westborough	366-5511	
Marriott Worcester	Worcester	791-1600	$85-107
Sheraton Worcester	Worcester	852-4000	$85-95

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Country Inn at Princeton	Princeton	464-2030	M-E
One Cottage Square	Fitchburg	343-4444	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. W
Time: 20 min.
Taxi: $8.50
Limo: N.A.

DAILY AUTO RENTAL

Avis: $54.00
Budget: $35.00
Dollar: N.A.
Hertz: $45.00

CANADIAN MARKETS

CALGARY, ALBERTA, CANADA

VITAL STATISTICS

Population: 745,000
Households: 280,000
Median Age: N.A.
Total EBI: $10,726,671,000*
Average Hshld. EBI: $38,310*
Total Retail Sales: $6,629,412,000*
Buying Power Index: 3.2354
Chamber of Commerce: 263-7435
Convention & Visitors Bureau: 263-8510
Telephone Area Code: 403

MEAL & LODGING COSTS*

Avg. Daily Lodging: $106.63
Meals: B-$7.51
L-$8.44
D-$17.46

PER DIEM*

Total: $140.04
Index: 89

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Best Western Hospitality Inn	Calgary	278-5050	$75-87
Chateau Airport	Calgary	291-2600	$89-125
Delta Bow Valley Inn	Calgary	266-1980	$105-150
International Hotel	Calgary	265-9600	$95-130
Marlborough Inn	Calgary	248-8888	$70-90
Palliser Hotel	Calgary	262-1234	$115-165
Sheraton Cavalier	Calgary	291-0107	$70
Skyline Hotel-Calgary	Calgary	266-7331	$115-155

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Hospitality Inn	Calgary	278-5050	
Chateau Airport	Calgary	291-2600	
Marlborough Inn	Calgary	248-8888	
Palliser Hotel	Calgary	262-1234	
Skyline Hotel-Calgary	Calgary	266-7331	
Westin Hotel-Calgary	Calgary	266-1611	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Calgary Tower Panorama Room	Calgary	266-7171	M
Hy's Calgary Steak House	Calgary	263-2222	M
Inn on Lake Bonavista	Calgary	271-6711	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 5 mi. NE
Time: 30 min.
Taxi: $15.50
Limo: $5.00

DAILY AUTO RENTAL*

Hertz: $52.00
Tilden: $49.00

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

MONTREAL, QUEBEC, CANADA

VITAL STATISTICS

Population: 3,053,800
Households: 1,189,300
Median Age: N.A.
Total EBI: $41,277,489,000*
Average Hshld. EBI: $34,707*
Total Retail Sales: $22,288,156,000*
Buying Power Index: 12.0540
Chamber of Commerce: 288-9090
Convention & Visitors Bureau: 871-1595
Telephone Area Code: 514

MEAL & LODGING COSTS*

Avg. Daily Lodging: $126.30
Meals: B-$8.49
L-$15.66
D-$20.07

PER DIEM*

Total: $170.52
Index: 108

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Le Chateau Champlain	Montreal	878-9000	$157-195
Chateau Versailles	Montreal	933-3611	$84-108
Delta Montreal	Montreal	286-1986	$130-150
Le Grand	Montreal	879-1370	$130-170
Hilton Aeroport	Dorval	631-2411	$89-179
Holiday Inn Crowne Plaza	Montreal	842-6111	$116-160
Hostellerie Les Trois Tilleuls	St.-Marc-sur-Richelieu	584-2231	$68-97
Hostellerie Rive Gauche	Beloeil	467-4650	$68-97
Hotel La Citadelle	Montreal	844-8851	$119-149
Ramada Renaissance Du Parc	Montreal	288-6666	$115-145

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
L'Aeroport Chateau	Mirabel	476-1611	
Le Chateau Champlain	Montreal	878-9000	
Delta Montreal	Montreal	286-1986	
Le Grand	Montreal	879-1370	
Hilton Aeroport	Dorval	631-2411	
Hilton International Bonaventure	Montreal	878-2332	
Holiday Inn-Longueuil	Montreal	670-3030	
Holiday Inn-Pointe Claire	Pointe Claire	697-7110	
Holiday Inn-Richelieu	Montreal	842-8581	
Meridien Montreal	Montreal	285-1450	
Queen Elizabeth	Montreal	861-3511	
Ramada-Olympic Park	Montreal	256-9011	
Ramada Inn-Downtown	Montreal	866-4611	
Ramada Renaissance Du Parc	Montreal	288-6666	
Ritz-Carlton	Montreal	842-4212	
Sheraton Centre	Montreal	878-2000	
Sheraton Laval	Laval	687-2440	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Au Coin Du Feu	Dorval	631-2411	M
Au Tournant De La Riviere	Carignan	658-7372	E
Beaver Club	Montreal	861-3511	M
Le Bouquet	Montreal	286-1986	M
Cafe De Paris	Montreal	842-4212	M-E
Le Cafe Fleuri	Montreal	285-1450	M
Le Castillon	Montreal	878-2332	E
Le Caveau	Montreal	844-1624	M
Les Chenets	Montreal	844-1842	M-E
Chez Antoine	Montreal	879-1370	M
Chez Des Jardins	Montreal	868-9741	M
Chez La Mere Michel	Montreal	934-0473	M
Les Filles Du Roy	Montreal	849-3535	M
Francois Et Fils	Basiliaire	843-8856	M
Les Halles	Montreal	844-2328	E
Hostellerie Rive Gauche	Beloeil	467-4650	M
La Maree	Montreal	861-8126	M
Le Mitoyen	Montreal	689-2977	M
Le Point De Vue	Montreal	878-2000	M
Le Restaurant	Montreal	284-1110	M-E
Les Trois Tilleuls	St.-Marc-sur-Richelieu	584-2231	M-E

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 12 mi. NW
Time: 20-30 min.
Taxi: $19.00
Limo: $7.00

DAILY AUTO RENTAL*

Hertz: $53.00
Tilden: $50.00

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

OTTAWA, ONTARIO, CANADA

VITAL STATISTICS

Population: 869,000
Households: 326,600
Median Age: N.A.
Total EBI: $13,486,443,000*
Average Hshld. EBI: $41,293*
Total Retail Sales: $5,020,465,000*
Buying Power Index: 3.4612
Chamber of Commerce: 238-4000
Convention & Visitors Bureau: 237-5150
Telephone Area Code: 613 (Ontario); 819 (Quebec)

MEAL & LODGING COSTS*

Avg. Daily Lodging: $131.64
Meals: B-$9.25
L-$11.05
D-$15.18

PER DIEM*

Total: $167.12
Index: 106

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Chateau Laurier	Ottawa	232-6411	$115-140
Delta Hotel	Ottawa	238-6000	$125-155
Four Seasons	Ottawa	238-1500	$140-180
Plaza De La Chaudiere	Hull, Quebec	778-3880	$110-135
Skyline Ottawa	Ottawa	237-3600	$85-135
Talisman	Ottawa	722-7601	$82-99
Westin Ottawa	Ottawa	560-7000	$140-202

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Chateau Laurier	Ottawa	232-6411	
Delta Hotel	Ottawa	238-6000	
Radisson Ottawa Centre	Ottawa	238-1122	
Skyline Ottawa	Ottawa	237-3600	
Westin Ottawa	Ottawa	560-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Aux Chantignoles	Montebello	423-6341	M
Chateauneuf	Hull, Quebec	778-3880	M
Les Saisons	Ottawa	560-7000	M-E
Stewart's Green Valley	Ottawa	225-8770	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 5 mi. S
Time: 20-30 min.
Taxi: $14.50
Limo: $5.50

DAILY AUTO RENTAL*

Hertz: $52.00
Tilden: $52.00

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*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

TORONTO, ONTARIO, CANADA

VITAL STATISTICS

Population: 3,529,400
Households: 1,262,600
Median Age: N.A.
Total EBI: $55,667,303,000*
Average Hshld. EBI: $44,089*
Total Retail Sales: $22,311,895,000*
Buying Power Index: 14.5087
Chamber of Commerce: 366-6811
Convention & Visitors Bureau: 368-9821
Telephone Area Code: 416

MEAL & LODGING COSTS*

Avg. Daily Lodging: $125.10
Meals: B-$7.61
L-$14.08
D-$20.23

PER DIEM*

Total: $167.02
Index: 106

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Bradgate Arms	Toronto	968-1331	$110-150
Delta Meadowvale Inn	Mississauga	821-1981	$98-110
Hilton International-Airport	Mississauga	677-9900	$99-169
Hilton International-Toronto	Toronto	869-3456	$130-210
Holiday Inn-Airport	Rexdale	675-7611	$98-130
Hotel Admiral	Toronto	364-5444	$125-180
Howard Johnson-East	Scarborough	439-6200	$78-111
Loews Westbury	Toronto	924-0611	$90-140
Marriott Airport	Rexdale	674-9400	$145-165
Millcroft Inn	Alton	941-8111	$115-145
Novotel	North York	733-2929	$95-130
Park Plaza	Toronto	924-5471	$135-165
Plaza II	Toronto	961-8000	$112-150
Radisson Don Valley	Don Mills	449-4111	$105-130
Ramada-Airport West	Mississauga	624-1144	$86-106
Ramada-Don Valley	North York	493-9000	$90-111
Regal Constellation	Rexdale	675-1500	$75-125
Royal York	Toronto	368-2511	$118-170
Sheraton Centre	Toronto	361-1000	$140-195
Sheraton Parkway	Richmond Hill	881-2121	$79-124
Skyline Toronto Airport	Rexdale	244-1711	$85-130
Skyline Triumph	Downsview	633-2000	$109-122
Valhalla Inn	Islington	239-2391	$105-115
Westin Harbour Castle	Toronto	869-1600	$115-165
Wharton Renaissance	Scarborough	299-1500	$120-150

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bond Place Hotel	Toronto	362-6061	
Bristol Place Hotel	Rexdale	675-9444	
Cara Inn	Mississauga	678-1400	
Carlton Place	Rexdale	675-1234	
Chestnut Park	Toronto	977-5500	
Delta Chelsea Inn	Toronto	595-1975	
Four Seasons	Toronto	964-0411	
Four Seasons on the Park	Toronto	444-2561	
Hilton International	Toronto	869-3456	
Hilton International Airport	Mississauga	677-9900	
Holiday Inn-Airport	Rexdale	675-7611	
Holiday Inn-Downtown	Toronto	977-0707	
Howard Johnson-Airport	Etobicoke	675-6100	
Kempinski Sutton Place Hotel	Toronto	924-9221	
King Edward	Toronto	863-9700	
L'Hotel	Toronto	597-1400	
Marriott Airport	Rexdale	674-9400	
Novotel	North York	733-2929	
Park Plaza	Toronto	924-5471	
Plaza II	Toronto	961-8000	
Prince Hotel	Don Mills	444-2511	
Radisson Don Valley	Don Mills	449-4111	
Ramada-Airport West	Mississauga	624-1144	
Ramada-Downtown	Toronto	977-8000	
Regal Constellation	Rexdale	675-1500	
Royal York	Toronto	368-2511	
Sheraton Centre	Toronto	361-1000	
Sheraton Parkway	Richmond Hill	881-2121	
Skyline Toronto Airport	Rexdale	244-1711	
Skyline Triumph	Downsview	633-2000	
Valhalla Inn	Islington	239-2391	
Viscount Hotel	Willowdale	493-7000	
Westbury Hotel	Toronto	924-0611	
Westin Harbour Castle	Toronto	869-1600	
Wharton Renaissance	Scarborough	299-1500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bangkok Garden	Toronto	977-6748	E
Beaujolais	Toronto	598-4656	M-E
Berczy Room	Markham	474-0444	M
Bradgate Arms	Toronto	968-1331	M-E
Burgundy Room	Etobicoke	675-1500	M
Cafe Victoria	Toronto	863-9700	M-E
Carman's Club	Toronto	924-8697	M
Cartier	Downsview	663-2000	M
Centro Grill	Toronto	483-2211	M-E
Chanterelles	Toronto	597-1400	M
Chateauneuf	Toronto	869-1600	M-E
Chiaro's	Toronto	863-9700	E
Clair De Lune	Scarborough	759-2268	M
Le Connaisseur	Toronto	924-2798	M-E
Le Continental	Don Mills	444-2511	M-E
Les Copains	Toronto	869-0898	M
Copenhagen Room	Toronto	920-3287	M
Courtyard Cafe	Toronto	979-2212	M
Creighton's	Toronto	924-0611	M-E
Ed's Warehouse Restaurant	Toronto	593-6676	M
Ellas	Toronto	463-0334	M
Fenton's	Toronto	961-8485	M
Forest Dining Room	Mississauga	624-1144	M
Glossops	Toronto	964-2440	M-E
Greenery Dining Room	Toronto	961-8000	M
Guild Inn	Toronto	261-3331	M
Imperial Room	Toronto	368-2511	M-E
Katsura	Don Mills	444-2511	M
L'Hardy's	Toronto	967-1818	M-E
Lichee Garden	Toronto	977-3481	M
Lighthouse	Toronto	869-1600	M
Mermaid Seafood House	Toronto	597-0077	M
Old Barber House	Missassauga	858-7570	M-E
Old Mill	Toronto	236-2641	M-E
Parioli	Toronto	921-3105	M-E
Quenelles	Toronto	967-6131	M
Quo Vadis	Toronto	977-9900	M
Le Rendez-vous	Toronto	961-6111	M-E
Sanssouci	Toronto	924-9221	E
La Scala	Toronto	964-7100	M
Scaramouche	Toronto	961-8011	M
Seasons Room	Toronto	444-2561	M
Telfer's	Toronto	977-4447	M-E
Top of Toronto	Toronto	362-5411	M
Truffles	Toronto	964-0411	E
Winston's	Toronto	363-1627	M-E
Winter Palace	Toronto	361-1000	M
Wittles	Toronto	595-1975	M-E
Zachary's	Rexdale	675-9444	M-E

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 18 mi. NW
Time: 30-45 min.
Taxi: $24.00
Limo: $8.00

DAILY AUTO RENTAL*

Hertz: $65.00
Tilden: $48.00

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*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

VANCOUVER, BRITISH COLUMBIA, CANADA

VITAL STATISTICS

Population: 1,351,200
Households: 537,200
Median Age: N.A.
Total EBI: $18,973,915,000*
Average Hshld. EBI: $35,320*
Total Retail Sales: $8,395,359,000*
Buying Power Index: 5.1910
Chamber of Commerce: 681-2111
Convention & Visitors Bureau: 641-1987
Telephone Area Code: 604

MEAL & LODGING COSTS*

Avg. Daily Lodging: $131.86
Meals: B-$9.41
L-$11.91
D-$19.69

PER DIEM*
Total: $172.87
Index: 110

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Best Western-O'Doul's	Vancouver	684-8461	$100-140
Coast Georgian Court	Vancouver	682-5555	$160-180
Delta Airport Inn	Richmond	278-9611	$99-149
Delta River Inn	Richmond	278-1241	$115-140
Hotel Vancouver	Vancouver	684-3131	$115-170
Hyatt Regency	Vancouver	687-6543	$99-185
Pacific Palisades	Vancouver	688-0461	$95-175
Park Royal	West Vancouver	926-5511	$82-132
Ramada Renaissance	Vancouver	688-7711	$120-165
Sheraton Villa Inn	Burnaby	430-2828	$75-120
Wedgewood	Vancouver	689-7777	$105-180

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Delta Airport Inn	Vancouver	278-9611	
Delta River Inn	Richmond	278-1241	
Four Seasons Vancouver	Vancouver	689-9333	
Holiday Inn-Broadway	Vancouver	879-0511	
Hotel Vancouver	Vancouver	684-3131	
Hyatt Regency	Vancouver	687-6543	
Meridien	Vancouver	682-5511	
Ramada Renaissance	Vancouver	688-7711	
Richmond Inn	Richmond	273-7878	
Sheraton Landmark Hotel	Vancouver	687-0511	
Sheraton Villa Inn	Burnaby	430-2828	
Westin Bayshore	Vancouver	682-3377	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Cannery	Vancouver	254-9606	M
Chartwell	Vancouver	689-9333	M
La Cote D'Azur	Vancouver	685-2629	M
Le Crocodile	Vancouver	669-4298	M
Five Sails	Vancouver	662-8111	M
Humphrey's	Vancouver	688-7711	M
Il Giardino Di Umberto	Vancouver	669-2422	M-E
Kettle of Fish	Vancouver	682-6661	M
Le Napoleon	Vancouver	688-7436	M
Teahouse	West Vancouver	669-3281	M
Trader Vic's	Vancouver	682-3377	M-E
Tudor Room	West Vancouver	926-5511	M
Umberto's Fish House	Vancouver	687-6621	M-E
Umberto's Ristorante Italiano	Vancouver	687-6316	M-E
William Tell	Vancouver	688-3504	M-E

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 11 mi. SW
Time: 25-30 min.
Taxi: $15.00
Limo: $6.25

DAILY AUTO RENTAL*

Hertz: $54.00
Tilden: $51.00

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

WINNIPEG, MANITOBA, CANADA

VITAL STATISTICS

Population: 600,200
Households: 234,000
Median Age: N.A.
Total EBI: $8,609,386,000*
Average Hshld. EBI: $36,792*
Total Retail Sales: $3,668,635,000*
Buying Power Index: 2.3220
Chamber of Commerce: 944-8484
Convention & Visitors Bureau: 943-1970
Telephone Area Code: 204

MEAL & LODGING COSTS*

Avg. Daily Lodging: $89.50
Meals: B-$7.61
L-$11.86
D-$19.04

PER DIEM*
Total: $128.01
Index: 81

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Best Western International	Winnipeg	786-4801	$69-78
Birchwood Inn	Winnipeg	885-4478	$66-75
Holiday Inn-Downtown	Winnipeg	942-0551	$95-140
Holiday Inn-South	Winnipeg	452-4747	$79-91
Ramada Inn	Winnipeg	269-7700	$39-63
Westin Winnipeg	Winnipeg	957-1350	$115-164

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western International	Winnipeg	786-4801	
Fort Garry Hotel	Winnipeg	942-8251	
Holiday Inn-Downtown	Winnipeg	942-0551	
Sheraton Winnipeg	Winnipeg	942-5300	
Westin Winnipeg	Winnipeg	957-1350	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Hy's Steak Loft	Winnipeg	942-1000	M
The Velvet Glove	Winnipeg	957-1350	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 4 mi. W
Time: 15 min.
Taxi: $7.00
Limo: $7.00

DAILY AUTO RENTAL*

Hertz: $49.00
Tilden: $47.00

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

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SPRINGFIELD, ILL. 60
SPRINGFIELD, MASS. 60
ST. LOUIS 60
SYRACUSE 62
TACOMA 62
TAMPA-ST. PETERSBURG-CLEARWATER 62
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CANADIAN MARKETS:

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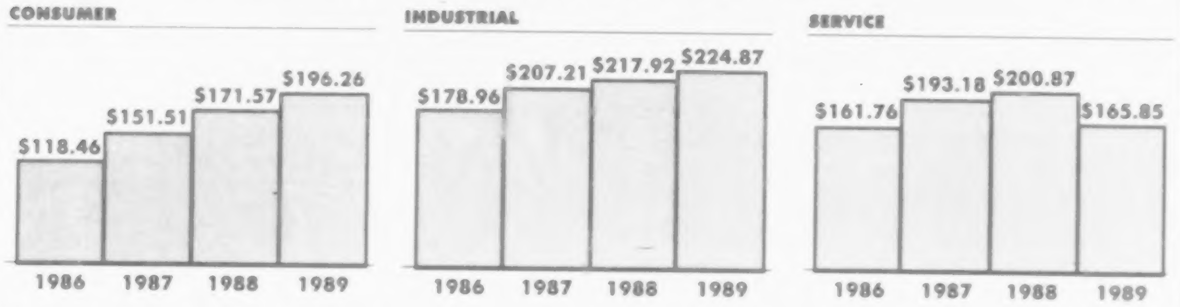
SECTION III

COMPENSATION & EXPENSES

STATISTICAL HIGHLIGHT

Median Cost Per Call By Industry, 1986-89

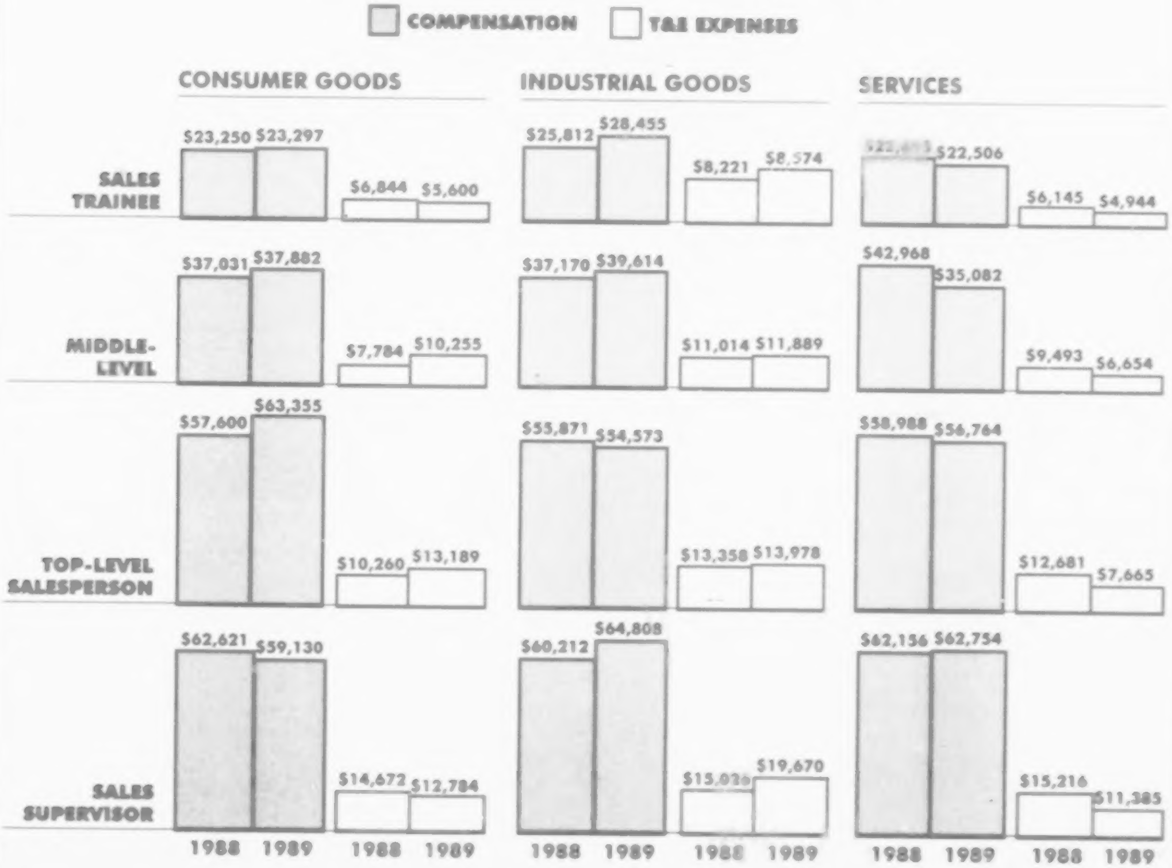


Notes: The **Median Cost Per Call** is calculated by looking at the cost-per-call ranges for two different territory types and selecting the lowest and highest figures from each to represent the complete range of per-call costs for each industry group. A more detailed explanation of how these ranges and medians are calculated can be found in the User's Guide in Section I of this *Survey*.

SOURCE: Sales & Marketing Management; *1990 Survey of Selling Costs.* © Sales & Marketing Management

COMPENSATION

Compensation by Industry Group



Notes: Compensation includes base salary, commission, and bonus. **T&E Expenses** include travel, entertainment, food, and

SOURCE: Sales & Marketing Management; *1990 Survey of Selling Costs.*

COMPENSATION

Salespeople's Average Annual Compensation

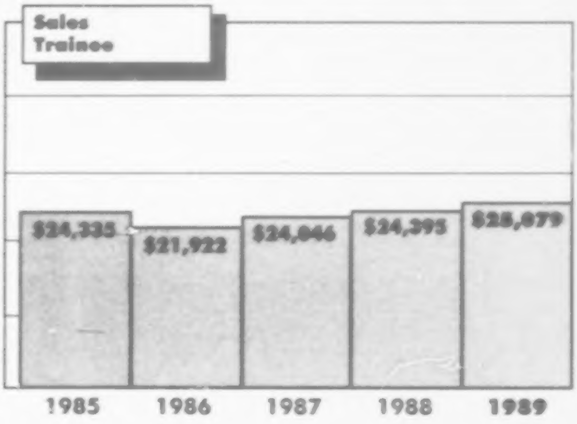
DEFINITIONS OF SALES PERSONNEL

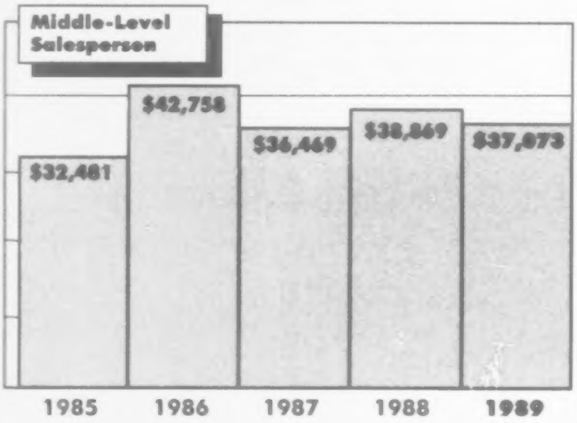
Sales Trainee: Anyone at an entry level who is in the process of learning about the company's products, services, and policies in preparation for a regular sales assignment.

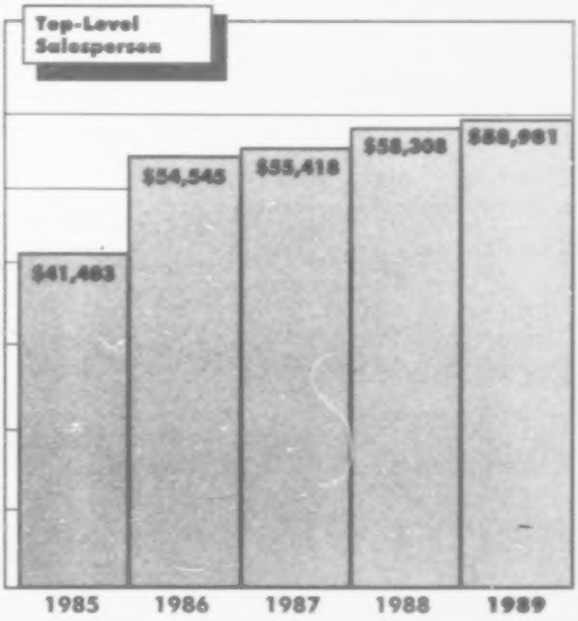
Middle-Level Salesperson: A "regular" salesperson with selling experience ranging from a beginner, who primarily contacts already established customers and accounts, to more experienced sales personnel who have a broad knowledge of products and/or services and are selling in established territories as well as developing new prospects.

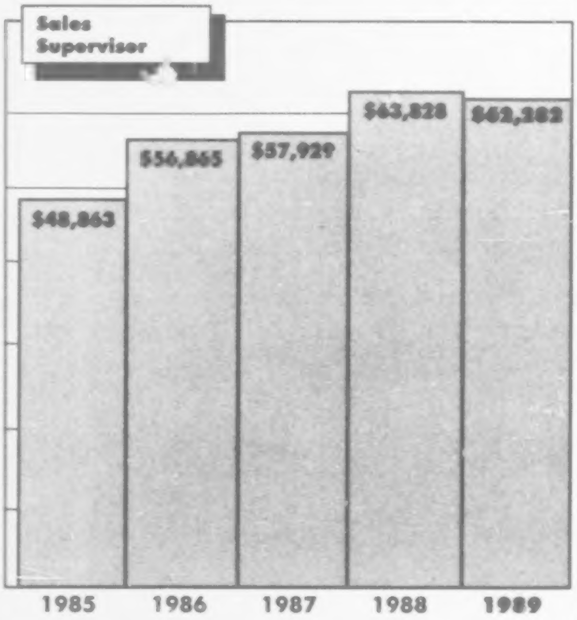
Top-Level Salesperson: A salesperson at the highest level of selling responsibility who is completely familiar with the company's products, services, and policies. A salesperson at this level usually has many years of experience and is assigned to a company's major accounts or territories.

Sales Supervisor: A veteran who, due to his ability and experience, leads others. Although his primary function is to direct the activities of the sales force (and, in some cases, to train salespeople), he may also retain certain key accounts.









Note: Compensation equals salary plus commissions and incentives but excludes T&E (travel and entertainment) expenses. Figures for the year **1985** apply to consumer goods, industrial goods, and "other" (insurance, transportation, utilities, and services), and represent medians as calculated by Executive Compensation Service, a subsidiary of the Wyatt Co. Figures for **1986-89** represent averages compiled by Sales & Marketing Management in a survey of consumer, industrial, and service companies. CAUTION: Due to the differences between the ECS and S&MM surveys, direct comparisons between 1986-89 figures and those from previous years should not be made, since the methods involved in gathering these data differ.

SOURCES: 1985 data: Executive Compensation Service. 1986-89 data: Sales & Marketing Management.

Compensation for Sales-Support Personnel

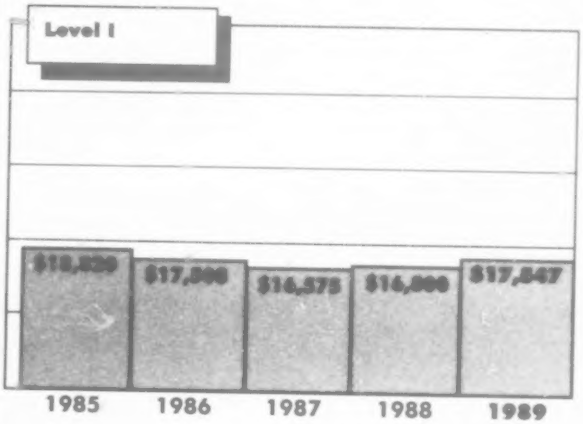
DEFINITIONS OF SALES SUPPORT PERSONNEL

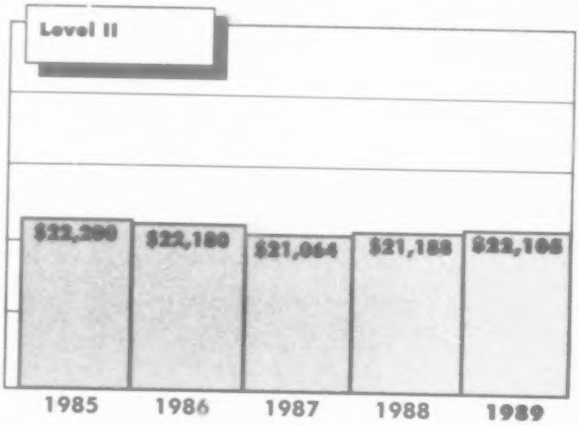
Level I - Basic: Performs assigned tasks using established procedures that require little evaluation. Generally reports to a supervisor.

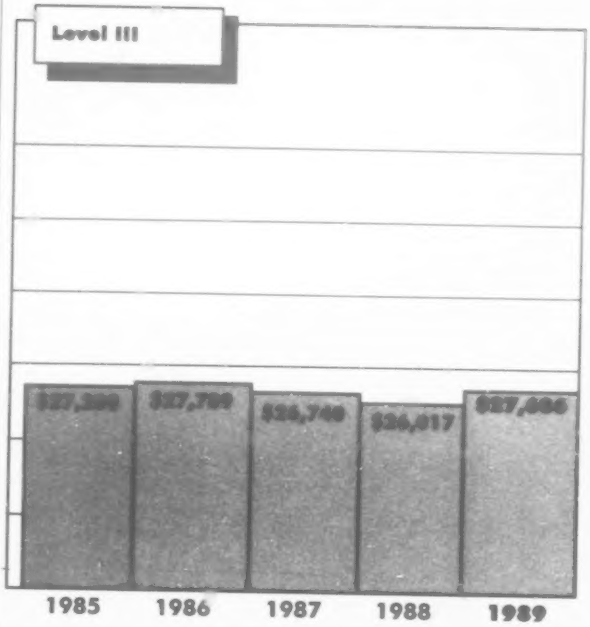
Level II - Intermediate: A worker who performs tasks involving limited responsibilities and standard procedures. Some originality is called for, although evaluation by supervisory personnel is still required.

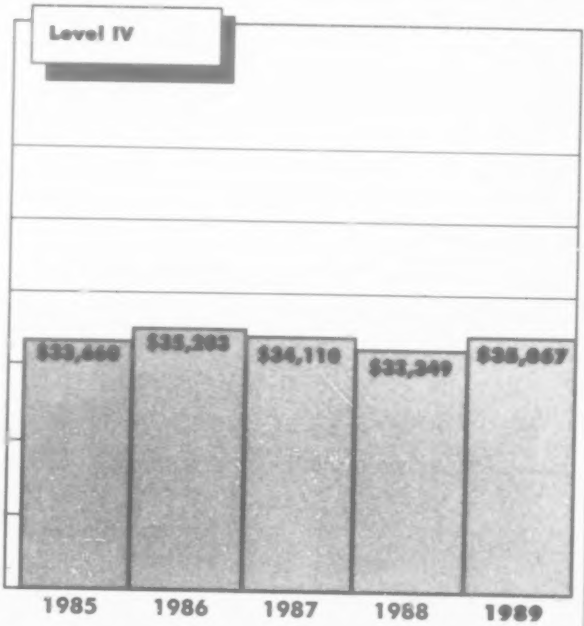
Level III - Highest non-supervisory: Expected to exercise considerable originality and, in some cases, make evaluations. Personnel at this level also assist in training and supervision of Level I employees.

Level IV - Supervisor: This individual's primary job is to direct others, assigning tasks and making evaluations. He also consults with superiors on more complex phases of assigned work.







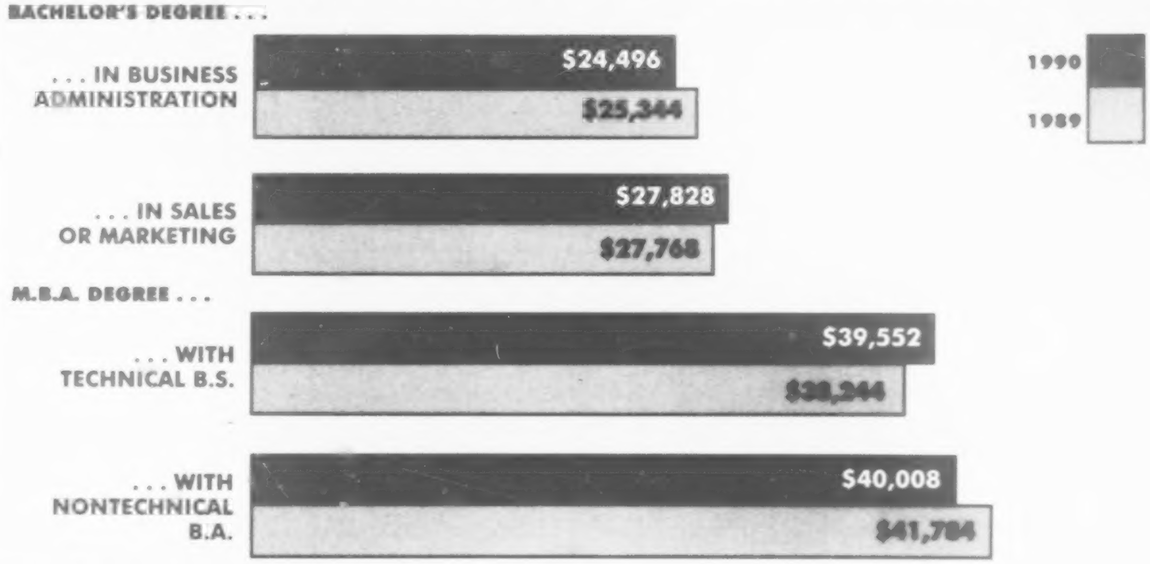


Note: Sales-support personnel include sales analysts, customer service representatives, sales correspondents, sales training reps, exhibit and display coordinators, etc. Figures for the year **1985** represent medians as calculated by Executive Compensation Service, a subsidiary of the Wyatt Co. Figures for **1986-89** represent averages compiled by Sales & Marketing Management in a survey of consumer, industrial, and service companies. CAUTION: Due to this new benchmark, comparisons between 1986-89 figures and those from previous years should not be made, since the methods involved in gathering these data differ.

SOURCES: 1985 data: Executive Compensation Service. 1986-89 data: Sales & Marketing Management.

COMPENSATION

Starting Salaries of College Graduates to Be Hired



Note: The salaries shown are what companies offered, not what they actually paid.

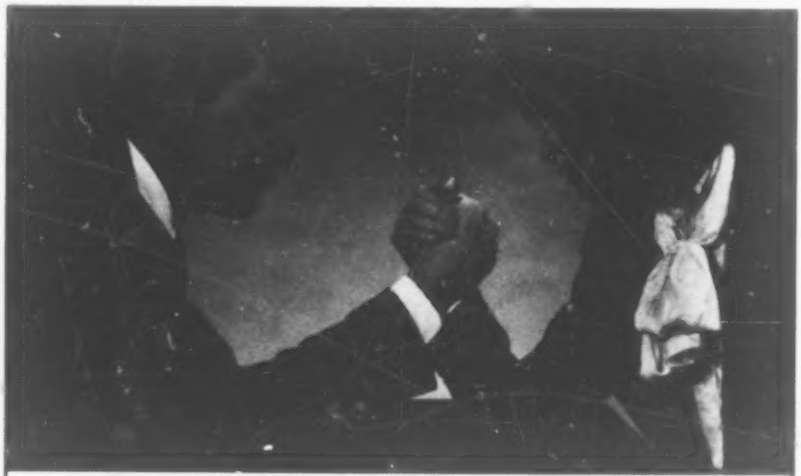
SOURCE: Northwestern University Placement Center; *The 1990 Northwestern Lindquist-Endicott Report*

COMPENSATION

Turnover Rates in Selected Industries

INDUSTRY GROUP	TURNOVER RATE 1988-89
Business Services	24.4%
Chemicals	15.5
Communications	20.5
Construction	45.8
Electronics	13.2
Fabricated Metals	14.5
Food Products	13.0
Instruments	34.9
Insurance	24.0
Machinery	12.6
Misc. Manufacturing	26.2
Office Equipment	35.9
Printing/Publishing	21.5
Retail	28.0
Rubber/Plastics	11.6
Utilities	13.0
Wholesale (Consumer)	19.0
Wholesale (Industrial)	25.5
Total— All Industries	**17.3%**

SOURCE: Dartnell Corporation, 25th Survey of Sales Force Compensation © 1989, Dartnell Corporation



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Ottawa, Ontario K1P 5Z9 • (613) 236-9247 • FAX (613) 236-6620

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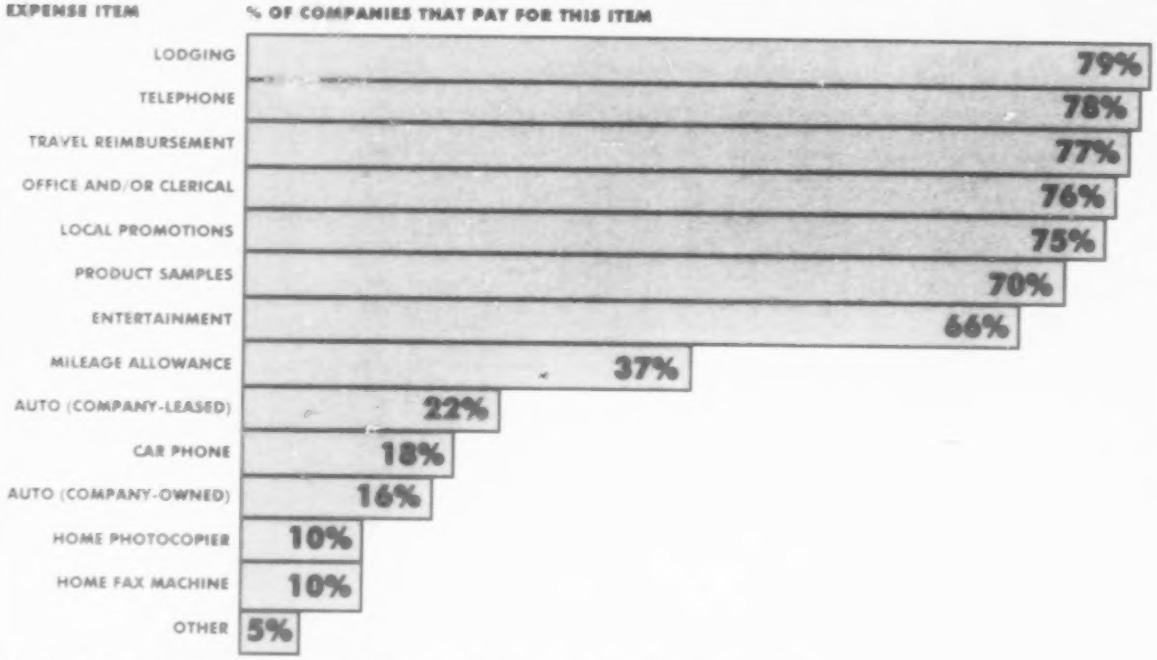
COMPENSATION

Sales Expenses: What Do Companies Pay For?



SOURCE: Dartnell Corporation; *25th Survey of Sales Force Compensation* © 1989, Dartnell Corporation

COMPENSATION

Sales Call Statistics and Operating Expenses

INDUSTRY GROUP	COST PER CALL	NUMBER OF CALLS NEEDED TO CLOSE A SALE	SALES FORCE COSTS AS A % OF TOTAL SALES
Business Services	$ 46.00	4.6	19.3%
Chemicals	165.80	2.8	3.0
Communications	40.60	4.0	21.6
Construction	111.20	2.8	3.2
Electronics	133.30	3.9	12.0
Fabricated Metals	80.80	3.3	6.4
Food Products	131.60	4.8	9.6
Instruments	226.00	5.3	10.3
Insurance	53.00	3.4	15.6
Machinery	68.50	3.0	13.0
Misc. Manufacturing	85.90	2.8	13.2
Office Equipment	25.00	3.7	15.0
Printing/Publishing	70.10	4.5	8.3
Retail	25.00	3.3	23.5
Rubber/Plastics	248.20	4.7	2.8
Utilities	89.90	4.8	17.3
Wholesale (Consumer)	84.10	3.0	7.0
Wholesale (Industrial)	50.00	3.3	12.6
AVERAGE	**96.39**	**3.8**	**11.9%**

Note: Industry Groups reflect categories selected and reported by Dartnell Corporation. The overall average has been calculated by *Sales & Marketing Management* based on data from the 18 industries listed.

SOURCE: Dartnell Corporation; 25th Survey of Sales Force Compensation © 1989, Dartnell Corporation

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TRAINING

Women in Sales: Percentages by Industry

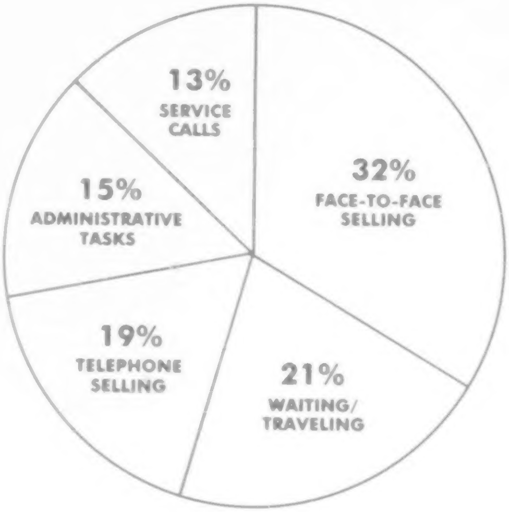
INDUSTRY GROUP	% OF WOMEN IN SALES FORCE
Business Services	33.2
Chemicals	5.9
Communications	50.9
Electronics	35.0
Fabricated Metals	7.3
Food Products	24.9
Instruments	35.0
Insurance	28.5
Misc. Manufacturing	22.7
Office Equipment	33.9
Printing/Publishing	39.4
Retail	32.2
Rubber/Plastics	26.9
Utilities	20.2
Wholesale (Consumer)	19.7
Wholesale (Industrial)	30.9
AVERAGE	**27.9**

Note: Industry Groups reflect categories selected and reported by Dartnell Corporation. The overall average has been calculated by *Sales & Marketing Management* based on data from these 16 industries.

SOURCE: Dartnell Corporation; *25th Survey of Sales Force Compensation*. © 1989, Dartnell Corporation

SALES SUPPORT

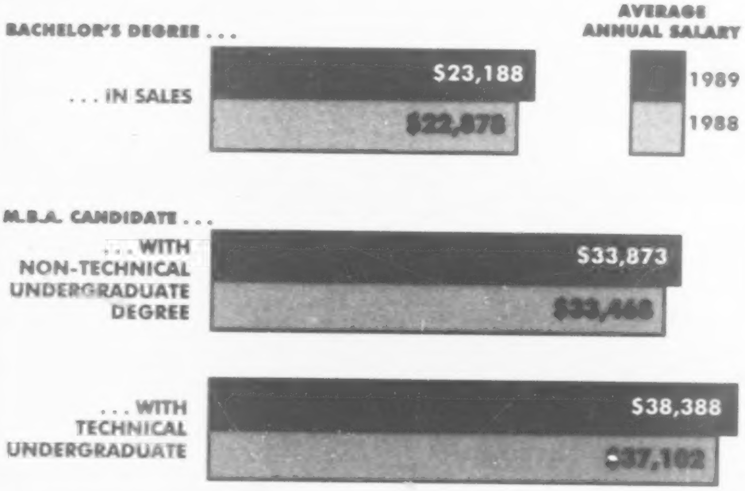
How Salespeople Spend Their Time



SOURCE: Dartnell Corporation; *25th Survey of Sales Force Compensation*. © 1989, Dartnell Corporation

TRAINING

Starting Salaries of Trainees with College Degrees



Notes: This salary survey is a study of the average dollar offer made to new college graduates. Data have been gathered from 418 placement offices located throughout the U.S. In this table, M.B.A. candidates are defined as students seeking a degree in Business Administration, Industrial Management, or Commerce. Candidates with a non-technical undergraduate degree are defined as those with less than one year of full-time, nonmilitary employment.

SOURCE: College Placement Council; *Salary Survey: A Study of 1988-89 Beginning Offers*.

TRAINING

Length of Sales Training by Industry

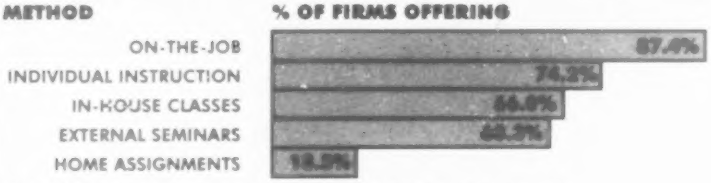
INDUSTRY GROUP	AVERAGE TRAINING PERIOD (MONTHS)
Business Services	3.1
Chemicals	2.0
Communications	4.7
Construction	4.5
Electronics	3.4
Fabricated Metals	7.0
Food Products	3.8
Instruments	3.7
Insurance	4.4
Machinery	3.8
Misc. Manufacturing	4.6
Pharmaceuticals	1.0
Printing/Publishing	2.8
Retail	3.6
Rubber/Plastics	2.7
Utilities	5.0
Wholesale (Consumer)	4.2
Wholesale (Industrial)	3.6
AVERAGE	**3.8**

Note: Industry Groups reflect categories selected and reported by Dartnell Corporation. The overall average has been calculated by Sales & Marketing Management based on data from the 18 industries listed.

SOURCE: Dartnell Corporation; *25th Survey of Sales Force Compensation*. © 1989, Dartnell Corporation

TRAINING

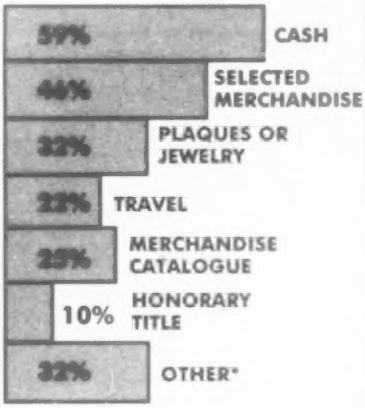
Methods Used in Sales Trainining



SOURCE: Dartnell Corporation; *25th Survey of Sales Force Compensation.*
© 1989; Dartnell Corporation

INCENTIVES

Types of Employee Awards

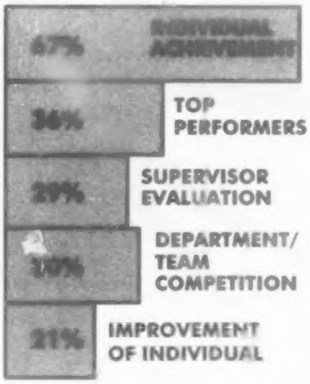


Note: Combined totals exceed 100% due to the use of more than one type of program. * - Includes company dinners, entertainment, time off, shares of stock, etc.

SOURCE: *Incentive* magazine; *Survey of Employee Motivation Practices.*
© 1989; *Incentive*

INCENTIVES

Criteria for Incentive Awards



Note: Combined totals exceed 100% due to the use of more than one type of program.

SOURCE: *Incentive* magazine; *Survey of Employee Motivation Practices.*
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Selected Resort Hotels

	Boca Raton Resort & Club **Boca Raton, FL**	**The Broadmoor** **Colorado Springs, CO**	**The Cloister Hotel** **Sea Island, GA**	**Desert Inn** **Las Vegas, NV**
PHONE	407-395-3000/800-327-0101	719-634-7711/800-634-7711	912-638-3611/800-732-4752	702-733-4444/800-634-6909
SLEEPING ROOMS	963	540	264	821
MEETING ROOMS	27	35	15	8
GROUP RATES	*In Season* (1/1-4/30) Sgl./Dbl.-$195-340 (5/1-5/24 & 10/1-12/31) Sgl./Dbl.-$180-310 Off Season (5/25-9/30) Sgl./Dbl.-$105-185	*In Season* (5/1-10/31) Sgl./Dbl.-$185-220 (11/1-11/30 & 4/1-4/30) Sgl./Dbl.-$120-160 Off Season (12/1-3/31) Sgl./Dbl.-$95-125	*In Season* (3/15-5/31) Sgl.-$195-315 Dbl.-$240-360 (6/1-11/30) Sgl.-$181-307 Dbl.-$226-352 Off Season (12/1-2/14) Sgl.-$145-171 Dbl.-$190-216 (2/15-3/14) Sgl.-$167-221 Dbl.-$212-266	*Year-round* Sgl./Dbl.-$85-135
MEAL PLANS GROUP MEAL RATES	EP-AP-MAP B-$15.00 L-$17.00 D-$52.00	EP-AP-MAP B-$13.00 L-$16.00 D-$37.00	The above rates include an AP per day	EP-AP-MAP B-$12.00 L-$16.00 D-$26.50
RECREATION FACILITIES	2 18-hole golf courses, 5 outdoor pools; beach; 29 outdoor tennis courts; health club; sauna	3 18-hole champion golf courses; 3 outdoor pools; 16 tennis courts (4 indoor); horseback riding; health club; sauna	3 18-hole golf courses; 2 outdoor pools; beach; 18 outdoor tennis courts; horseback riding; health club; sauna	18-hole golf course; 3 outdoor pools; 10 Hydro-whirl spas; 10 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Ft. Lauderdale/West Palm Beach International	Colorado Springs Municipal	Brunswick	McCarran International
DISTANCE/TIME FROM AIRPORT	19 mi./30 min.	8 mi./20 min.	15 mi./20 min.	4 mi./15 min.

	Doral Resort & Country Club **Miami, FL**	**The Greenbrier** **White Sulphur Springs, WV**	**Grenelefe Resort & Conference Center** **Grenelefe, FL**	**Halekulani Hotel** **Honolulu, HI**
PHONE	305-592-2000/800-327-6334	304-536-1110/800-624-6070	813-422-7511/800-237-9549	808-923-2311/800-367-2343
SLEEPING ROOMS	650	650	850	456
MEETING ROOMS	37	30	32	5
GROUP RATES	*In Season* (1/1-3/31) Sgl./Dbl.-$205 Shoulder Season (4/1-4/30 & 10/1-12/31) Sgl./Dbl.-$140 (10/1-12/31) Sgl./Dbl.-$130 (5/1-5/31) Sgl./Dbl.-$125 Off-Season (6/1-9/30) Sgl./Dbl.-$70-80	*In Season* (3/31-10/31) Sgl.-$185-366 Dbl.-$290-396 Off Season (11/1-3/30) (Rates slightly lower)	*In Season* (2/16-3/31) Room-$150 Villa-$195 (1/21-2/15 & 4/1-4/14) Room-$135 Villa-$175 Shoulder Season (1/1-1/20, 4/15-5/17 & 9/10-12/31) Room-$110 Villa-$130 Off Season (5/18-9/8) Room-$75 Villa-$85	*Year-round* Sgl./Dbl.-$195-350
MEAL PLANS GROUP MEAL RATES	EP B-$12.00 L-$18.00 D-$32.00	MAP	AP-MAP	EP B-$15.00 L-$18.00 D-$38.00
RECREATION FACILITIES	5 18-hole and 1 9-hole golf courses; outdoor pool; 15 outdoor tennis courts; horseback riding; biking	3 18-hole golf courses; 2 pools (1 indoor); 20 tennis courts (5 indoor); horseback riding; health club; sauna	3 18-hole golf courses; 5 outdoor pools; 20 outdoor tennis courts; full service marina; sauna; jacuzzi	Access to 2 18-hole golf courses; outdoor pool; beach; access to 10 indoor tennis courts; fitness center
NEAREST AIRPORT	Miami International	Greenbrier Valley	Orlando International	Honolulu International
DISTANCE/TIME FROM AIRPORT	6 mi./10 min.	12 mi./15 min.	45 mi./50 min.	11 mi./25 min.

SOURCE: Sales & Marketing Management, *1990 Survey of Selling Costs*

INCENTIVES

Selected Resort Hotels

	Hilton Hawaiian Village **Honolulu, HI**	**Hotel Intercontinental** **Miami, FL**	**Hotel Intercontinental** **New Orleans, LA**	**Innisbrook Resort** **Tarpon Springs, FL**
PHONE	808-949-4321/800-321-3232	305-577-1000	504-525-5566	813-942-2000
SLEEPING ROOMS	2,524	644	490	1,000
MEETING ROOMS	34	25	30	37 (plus 14,000-sq. ft. conference center)
GROUP RATES	*In Season:* (1/1-3/31) Sgl./Dbl.-$160-210 (4/1-12/31) Sgl./Dbl.-$145-190	*In Season:* (1/1-4/30) Sgl.-$120-160 Dbl.-$140-180 (5/1-9/30) Sgl.-$90 Dbl.-$110 (10/1-12/31) Sgl.-$105 Dbl.-$125	*In Season:* Sgl./Dbl.-$115-140 *Off Season:* (5/28-9/5) Sgl./Dbl.-$90-105	*In Season:* (1/29-4/26) Sgl./Dbl.-$150-160 *Shoulder Season:* (1/6-1/28, 4/27-5/24 & 9/14-1/31) Sgl./Dbl.-$105-115 *Off Season:* (5/25-9/13) Sgl./Dbl.-$60-70
MEAL PLANS GROUP MEAL RATES	MAP	EP-MAP B-$10.00 L-$20.00 D-$35.00	EP B-$14.00 L-$19.00 D-$32.00	AP-MAP
RECREATION FACILITIES	3 outdoor pools; beach; water sports	Quarter-mile jogging track; 2 lighted tennis courts; 2 racquetball courts; outdoor pool; access to 36-hole golf course	Full-service health and racquetball club; swimming pool; access to 3 18-hole golf courses	1 27-hole and 2 18-hole golf courses; 6 heated outdoor pools; beach nearby; 18 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Honolulu International	Miami International	New Orleans International	Tampa International
DISTANCE/TIME FROM AIRPORT	8 mi./20 min.	5 mi./10 min.	15 mi./25 min.	20 mi./25 min.

	Kapalua Bay Hotel **Maui, HI**	**Keystone Lodge & Conference Center** **Keystone, CO**	**La Costa Hotel & Spa** **Carlsbad, CA**	**Loews Ventana Canyon Resort** **Tucson, AZ**
PHONE	808-669-5656/800-367-8000	303-777-5525	619-438-9111/800-544-7483	602-299-2020/800-234-5111
SLEEPING ROOMS	194	952	482	400
MEETING ROOMS	3	33	16	27
GROUP RATES	*In Season:* (12/20-4/15) Sgl./Dbl.-$205-385 (4/16-12/19) Sgl./Dbl.-$185-360	*In Season:* (12/19-4/1) Sgl./Dbl.-$130-350 (6/3-10/7) Sgl./Dbl.-$100-300 *Off Season:* (4/2-6/2 & 10/8-12/18) Sgl./Dbl.-$70-250	*Year-round:* Sgl./Dbl.-$195-245	*In Season:* (1/15-4/30) Sgl./Dbl.-$205-225 (9/11-1/14) Sgl./Dbl.-$155-175 *Shoulder Season:* (5/1-5/31) Sgl./Dbl.-$145-165 *Off Season:* (6/1-9/10) Sgl./Dbl.-$95
MEAL PLANS GROUP MEAL RATES	MAP	EP B-$9.60 L-$14.40 D-$24.00	EP-AP-MAP B-$12.00 L-$17.00 D-$35.00	EP-AP-MAP B-$15.50 L-$18.75 D-$35.70
RECREATION FACILITIES	2 18-hole golf courses; 2 pools; 3 beaches; 10 tennis courts (4 lighted); horseback riding	18-hole golf course; 11 pools (6 indoor); 14 tennis courts (2 indoor); horseback riding; alpine & cross-country skiing; ice-skating; sailing; bicycling; health club; sauna	2 18-hole golf courses; 7 outdoor pools; beach nearby; 23 outdoor tennis courts; full-service health spa	18-hole golf course; access to 18-hole golf course; 2 heated outdoor pools; 10 outdoor tennis courts; health club; sauna; access to horseback riding
NEAREST AIRPORT	Kapalua-West Maui	Stapleton International	San Diego	Tucson International
DISTANCE/TIME FROM AIRPORT	5 mi./10 min.	75 mi./1 hr. 30 min.	30 mi./35 min.	20 mi./25 min.

SOURCE: Sales & Marketing Management, *1990 Survey of Selling Costs*

INCENTIVES

Selected Resort Hotels

	Mark Hopkins Inter-continental Hotel San Francisco, CA	**Marriott's Harbor Beach Ft. Lauderdale, FL**	**Maui Inter-continental Wailea, Maui, HI**	**Maui Marriott Resort Maui, HI**
PHONE	415-392-3434/800-336-7070	305-525-4000/800-222-6543	800-292-4532/800-874-7800	808-667-1200/800-228-9290
SLEEPING ROOMS	394	622	550	720
MEETING ROOMS	14	30	29	10
GROUP RATES	*In Season:* (9/7-11/16) Sgl.-$160-210 Dbl.-$190-240 (3/1-6/30) Sgl.-$145-185 Db.l-$175-205 *Shoulder Season:* (1/1-2/28, 7/1-9/6 & 11/17-12/31) Sgl.-$125-145 Dbl.-$155-175	*In Season:* (12/17-4/21) Sgl./Dbl. $195-280 (4/22-6/9 & 10/7-12/15) Sgl/Dbl.-$150-195 *Shoulder Season:* (6/10-10/6) Sgl/Dbl.-$120-170	*In Season:* (1/7-3/31) Sgl./Dbl.-$245 (4/1-9/27) Sgl./Dbl.-$180 (9/28-11/15) Sgl./Dbl.-$205 (11/16-12/24) Sgl./Dbl.-$185	*In Season:* (1/1-3/31) Sgl./Dbl.-$195-285 *Shoulder Season:* (4/1-12/31) Sgl./Dbl.-$159-230
MEAL PLANS GROUP MEAL RATES	EP B-$19.00 L-$25.00 D-$38.50	EP-MAP B-$10.45 L-$18.75 D-$27.25	EP B-$16.25 L-$19.75 D-$89.00	EP-AP-MAP B-$17.00 L-$20.00 D-$45.00
RECREATION FACILITIES	Access to 18-hole golf course; health club	Access to 2 18-hole golf courses; outdoor pool; beach; cabana club; 5 outdoor tennis courts; health club; sauna; access to horseback riding	Access to 2 18-hole golf courses; 14 tennis courts; 3 swimming pools; 2 beaches	Access to 2 18-hole golf courses; 2 outdoor pools; beach; 5 outdoor tennis courts; fitness center; access to horseback riding
NEAREST AIRPORT	San Francisco International	Ft. Lauderdale	Kahului Airport	Kahului Airport
DISTANCE/TIME FROM AIRPORT	20 mi./25 min.	3 mi./10 min.	16 mi./25 min.	30 mi./45 min.

	Olympia Resort & Spa Oconomowoc, WI	**Opryland Hotel Nashville, TN**	**Pheasant Run Resort St. Charles, IL**	**The Pointe at Squaw Peak Phoenix, AZ**
PHONE	414-567-0311/800-558-9573	615-889-1000	312-584-6300	602-997-2626/800-528-0428
SLEEPING ROOMS	380	1,891	550	580
MEETING ROOMS	20	70	38	48
GROUP RATES	*In Season:* (5/1-10/31) Sgl./Dbl.$88-105 *Off Season:* (11/1-4/30) Sgl./Dbl.-$69-79	*Year round:* Sgl./Dbl.-$99-139	*In Season:* (4/15-11/15) Sgl.-$74-98 Dbl.-$77-107 *Off Season:* (11/16-4/14) Sgl.-$59-83 Dbl.-$65-88	*In Season:* (1/1-4/29) Sgl.-$190 Dbl.-$230 (10/1-12/31) Sgl.-$155 Dbl.-$195 *Shoulder Season:* (4/30-6/10) Sgl.-$135 Dbl.-$165 *Off Season:* (6/11-9/9) Sgl.-$[illegible] Dbl.-$115
MEAL PLANS GROUP MEAL RATES	EP-AP B-$7.25 L-$13.95 D-$21.80	EP B-$6.00 L-$9.00 D-$25.00	EP-AP B-$9.00 L-$13.50 D-$27.50	EP-AP-MAP B-$10.25 L-$12.25 D-$28.50
RECREATION FACILITIES	18-hole golf course; 2 pools (1 indoor); beach; 11 tennis courts (4 indoor); horseback riding; full-service health spa	Access to 2 18-hole golf courses; 3 outdoor pools; 6 outdoor tennis courts; fitness center	18-hole golf course; 2 pools (1 indoor); 13 tennis courts; health club; sauna; access to horseback riding	Access to 18-hole golf course; 5 outdoor pools; 8 outdoor tennis courts; horseback riding; health club; sauna
NEAREST AIRPORT	Milwaukee Mitchell Field	Nashville Metropolitan	O'Hare International	Phoenix Airport
DISTANCE/TIME FROM AIRPORT	37 mi./40 min.	7 mi./15 min.	24 mi./35 min.	12 mi./20 min.

SOURCE: *Sales & Marketing Management; 1990 Survey of Selling Costs*

INCENTIVES

Selected Resort Hotels

	Ritz Carlton Naples, FL	**Saddlebrook Wesley Chapel, FL**	**Sea Pines Plantation Hilton Head Island, SC**	**Sheraton Steamboat Resort & Conference Center Steamboat Springs, CO**
PHONE	813-598-3300/800-241-3333	813-973-1111/800-729-8383	803-785-3333/800-845-6131	303-879-2220
SLEEPING ROOMS	463	700 rooms/500 suites	500 villas	420
MEETING ROOMS	22	33	14	16
GROUP RATES	*In Season:* (1/3-5/31) Sgl./Dbl.-$260-400 *Shoulder Season:* (9/1-12/13) Sgl./Dbl.-$200-340 *Off Season:* (6/1-9/30) Sgl./Dbl.-$115-240	*In Season:* (1/15-4/30) Sgl./Dbl.-$140 1 BR Ste.-$165 2 BR Ste.-$240 *Shoulder Season:* (5/1-5/25 & 9/15-1/14) Sgl./Dbl.-$115 1-BR Ste.-$140 2-BR Ste.-$205 *Off Season:* (5/22-9/14) Sgl./Dbl.-$65 1 BR Ste.-$85 2 BR Ste.-$110	*Year-round:* 1 BR villa-$80-180 2 BR villa-$100-210 3 BR villa-$120-250 4 BR villa-$180-300	*In Season:* (12/17-12/31) Sgl./Dbl.-$199 (2/4-4/1) Sgl./Dbl.-$189-229 (1/6-2/3 & 4/2-4/16) Sgl./Dbl.-$129-149 *Off Season:* (11/21-12/16) Sgl./Dbl.-$99 (5/26-9/30) Sgl./Dbl.-$69-79
MEAL PLANS GROUP MEAL RATES	EP B-$10.00 L-$20.00 D-$50.00	EP-MAP B-$8.00 L-$11.00 D-$25.00	EP B-$9.20 L-$11.50 D-$25.80	EP-MAP B-$8.50 L-$11.75 D-$22.00
RECREATION FACILITIES	Access to 18-hole golf course; outdoor pool, beach, 6 outdoor tennis courts, fitness center; bicycling, water sports	2 18-hole golf courses; 2 outdoor pools, 2 whirlpools, 36 tennis courts; fitness center; sauna	3 18-hole golf courses; 30 outdoor pools; beach; 60 outdoor tennis courts; horseback riding; bicycle path; water sports	18-hole golf course, outdoor pool, jacuzzi; sauna; access to 2,500 acres of skiable terrain, tennis and horseback riding
NEAREST AIRPORT	Ft. Myers	Tampa International	Hilton Head Airport	Steamboat Springs
DISTANCE/TIME FROM AIRPORT	25 mi./30 min.	29 mi./35 min.	5 mi./10 min.	6 mi./10 min.

	Stouffer Pineisle Resort Buford, GA	**Stouffer Waiohai Resort Kauai, HI**	**Westin Kauai Kauai, HI**	**Williamsburg Inn Williamsburg, VA**
PHONE	404-945-8921	808-742-9511/800-426-4122	808-245-5050/800-228-3000	804-220-7600/800-HISTORY
SLEEPING ROOMS	250	426	847	148
MEETING ROOMS	22	10	13	3
GROUP RATES	*In Season:* (2/26-11/18) Sgl.-$130-160 Dbl.-$145-175 *Off Season:* (11/19-2/24) Sgl.-$100 Dbl.-$110	*Year-round:* Sgl./Dbl.-$185-215	*Year-round:* Sgl./Dbl.-$195-385	*In Season:* (3/25-12/31) Sgl./Dbl.-$210 *Shoulder Season:* (3/3-3/24) Sgl./Dbl.-$140 *Off Season:* (1/1-3/3) Sgl./Dbl.-$125
MEAL PLANS GROUP MEAL RATES	EP-AP-MAP B-$10.00 L-$11.00 D-$30.00	EP-AP-MAP B-$16.45 L-$21.00 D-$42.00	EP-AP-MAP B-$11.50 L-$12.50 D-$23.50	EP-AP-MAP B-$12.00 L-$15.00 D-$38.00
RECREATION FACILITIES	18-hole golf course; 2 pools (1 indoor); 7 tennis courts (3 indoor); horseback riding, water sports; health club; sauna; 3 hot tubs	Access to 18-hole golf course; 3 outdoor pools; beach; 6 outdoor tennis courts (4 lighted); health club; sauna	2 18-hole golf courses; 2 outdoor pools; beach; 8 lighted tennis courts; health club; sauna; wellness center	18-hole and 9-hole golf course; 3 pools (1 indoor); 8 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Hartsfield International	Lihue Airport	Lihue Airport	Norfolk International, Richmond
DISTANCE/TIME FROM AIRPORT	55 mi./1 hr.	12 mi./15 min.	1 mi./5 min.	45 mi./50 min.

Notes: AP - Full American Plan (3 meals per day). **MAP** - Modified American Plan (breakfast and dinner per day). **EP** - European Plan (no meals). Although rates are listed, most prices are negotiable and will vary depending on the number of clients, dates, etc.

SOURCE: Sales & Marketing Management, 1990 Survey of Selling Costs.

INCENTIVES

Selected Incentive Travel Destinations

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Acapulco Mexico	$360-$561	$64-$89	**1)** Schedule a glass-bottom boat excursion to Roqueta Island and the underwater Shrine of Our Lady of Guadalupe, **2)** Visit San Diego, a Spanish fort with a harbor view. For further information, contact the Mexican Government Tourism Office: 212-838-2949 or 800-262-8900.
Amsterdam Holland	$448-$2,272	$109-$173	**1)** Arrange a Bruegel medieval feast at Dussen Castle, **2)** a royal reception in a museum, or **3)** a boat trip along the canals with candlelight tour (in season). For further information, contact the Netherlands Board of Tourism: 212-370-7367.
Atlantic City New Jersey	$204-$464	$79-$151	**1)** Plan a tour followed by a dinner/reception at a winery, **2)** organize a theme party at the historic town of Smithville or Wheaton Village, or **3)** plan a boat trip/private party aboard a cruise ship. For further information, contact the Atlantic City Convention & Visitors Bureau: 609-348-7100 or 800-262-7395.
Banff Canada	$266-$684	$68-$169	**1)** Plan an excursion aboard a scenic lift to view Banff's ski country, **2)** board sightseeing gondolas, or **3)** arrange for a tour of the hot springs. For more information, contact the Banff/Lake Louise Chamber of Commerce: 403-762-3777.
Cancun Mexico	$334-$565	$98-$133	**1)** View a Spanish sound-and-light show in the Mayan city of Uxmal, **2)** plan a picnic along one of Cancun's beaches or among its tropical foliage, or **3)** arrange a tour of ancient Mayan ruins. For further information, contact the Mexican Government Tourism Office: 212-838-2949 or 800-262-8900.
Dublin Ireland	$598-$2,336	$79-$122	**1)** Arrange a dinner reception with a lord at Slane castle, or **2)** tour one of Dublin's many castles, including the Dublin Castle and the Malahide Castle. For further information, contact the Irish Tourist Board: 212-418-0800.
Hamilton Bermuda	$336-$564	$87-$144	**1)** Plan a two-hour glass-bottom boat cruise, **2)** a Bermuda Night with limbo contests, or **3)** a tour to the historic town of St. George. For more information, contact the Bermuda Department of Tourism: 212-818-9800.
Hong Kong Island Hong Kong	$1,100-$4,636	$101-$171	**1)** Charter a "junk" and have a banquet during a cruise of Hong Kong Harbor, **2)** arrange for the pipers of the Royal Hong Kong Police to open your dinner/reception, or **3)** view Hong Kong aboard the Peak Tram funicular railway. For further information, contact the Hong Kong Tourist Association: 312-782-1960.
Honolulu Hawaii	$617-$1,467	$73-$134	**1)** Plan a theme party/reception at Sea Life Park, an oceanside oceanarium, **2)** visit Diamond Head, a dormant volcano, or **3)** visit the Polynesian Cultural Center. For further information, contact the Hawaii Visitors Bureau: 212-986-9203 or, in Hawaii, 808-923-1811.
Kauai Hawaii	$618-$1,305	$99-$184	**1)** Arrange for a cruise along the Wailua River followed by a hike to the Fern Grotto, **2)** plan a raft excursion to the Na Pali Coast, or **3)** visit the Kilohana plantation restoration. For further information, contact the Hawaii Visitors Bureau: 212-986-9203 or, in Hawaii, 808-923-1811.
Las Vegas Nevada	$307-$769	$41-$77	**1)** Plan a western-style evening with visits to Old Nevada followed by a barbecue or rodeo, **2)** see the Grand Canyon or the Hoover Dam by air, or **3)** tour the Old Mormon Fort. For further information, contact the Las Vegas Convention & Visitors Authority: 702-733-2323.
Lisbon Portugal	$676-$2,034	$72-$102	**1)** Arrange a medieval banquet at Ourem Castle, **2)** a dinner-dance cruise, **3)** a luncheon-buffet boat ride, or **4)** a wine tasting tour. For further information, contact the Portuguese National Tourist Office: 212-354-4403.
London England	$398-$2,218	$145-$214	**1)** Plan a reception at an authentic English pub, **2)** an excursion to Shakespeare country, or **3)** a theme event including Beefeaters or Scottish pipers. For further information, contact the British Tourist Authority: 212-581-4708.
Madrid Spain	$516-$1,966	$74-$105	**1)** Arrange a dinner-dance at Manzanares Castle, **2)** view Tientas (amateur bullfights) at private country homes, or **3)** organize a flamenco reception. For further information, contact the National Tourist Office: 212-759-8822.

Selected Incentive Travel Destinations

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Maui **Hawaii**	$690-$1,631	$103-$179	**1)** View Mount Haleakala by helicopter or on horseback, **2)** tour the quaint villages of Lahainia or Hana, or **3)** visit Haleakala National Park with its large dormant volcano. For further information, contact the Hawaii Visitors Bureau: 212-986-9203 or, in Hawaii, 808-923-1811.
Monte Carlo **Monaco**	$840-$2,700	$110-$179	**1)** Plan a welcome get-together party at the Beach Club, **2)** arrange a gala dinner at the Sporting Club, or **3)** tour old Monaco. For further information, contact the Monaco Government Tourist & Convention Bureau: 212-759-5227.
Montreal **Canada**	$156-$440	$78-$110	**1)** Visit Ste. Helene Island for a picnic or for viewing the old restored fort and museum, **2)** tour the historic town of Old Montreal, or **3)** plan a trip to the Dow Planetarium. For further information, contact the Greater Montreal Convention & Tourism Bureau: 514-871-1129.
Munich **West Germany**	$580-$2,588	$74-$125	**1)** Plan an Oktoberfest Party with authentic German dining, **2)** attend a jousting tournament at Kaltenberg Castle, or **3)** dine in old Bavarian farmhouses surrounding the baroque church of St. Andreas. For more information, contact the German National Tourist Office: 312-308-3300.
Nassau **Bahamas**	$268-$760	$82-$129	**1)** Plan a picnic lunch at Cabbage Beach, **2)** a glass-bottom boat trip, or **3)** visit one of the historic forts that offer scenic views of the city or shore. For further information, contact the Bahamas Tourist Office: 212-758-2777.
New Orleans **Louisiana**	$186-$655	$78-$119	**1)** Arrange a banquet or reception aboard a steamboat, **2)** have a Cajun or Creole party complete with a Bourbon Street Jazz Band, or **3)** have a cocktail party on a private patio in the French Quarter. For further information, contact the New Orleans Tourist and Convention Bureau: 504-566-5011.
Orlando **Florida**	$223-$485	$68-$110	**1)** Arrange for a boat ride through the lakes and canals of Winter Park or through Disney's Bay Lake, **2)** tour Ocala, Florida's horse country, or **3)** have a street party in historical downtown Orlando. For further information, contact the Orlando/Orange County Convention & Visitors Bureau: 407-363-5800.
Paris **France**	$560-$2,592	$99-$168	**1)** Plan an in-house fashion show with lunch or tea at a gallery or department store on the Boulevard Haussmann, **2)** tour one of Paris's 90 theaters or 608 museums, or **3)** visit the historic Marais district. For further information, contact the National Business Travel Division, French Government Tourist Office: 312-751-7800.
Puerto Vallarta **Mexico**	$305-$545	$66-$93	**1)** Charter a yacht and visit Yelapa, a scenic "South Seas" fishing village, **2)** organize an evening dinner/reception aboard a yacht, or **3)** visit the Isla Rio Cuale or Juarez Avenue for shopping. For further information, contact the Mexican Government Tourism Office: 212-838-2949 or 800-262-8900.
Rio de Janeiro **Brazil**	$1,414-$2,630	$79-$182	**1)** Arrange a carnival-style dinner show at the Scala or Plataforma theaters, **2)** a reception aboard cruise ships around Guanabara Bay, or **3)** tour Sugar Loaf and Corcovado mountains for views of the city. For further information, contact the Embratur Brazilian Tourism Board: 212-286-9600.
Rome **Italy**	$664-$2,260	$95-$152	**1)** Plan a toga party or Renaissance party in an Italian villa, **2)** a reception or welcoming party in an ancient palace, or **3)** an excursion to a Roman castle or Etruscan country. For further information, contact the Italian Government Travel Office: 212-245-4825.
San Francisco **California**	$372-$1,077	$100-$175	**1)** Plan a California wine tasting tour complemented by a picnic lunch, **2)** a victory or pirate party aboard a sailing or cruise ship, or **3)** a Day at the Races at Golden Gate Fields or Bay Meadows. For more information, contact the San Francisco Convention and Visitors Bureau: 415-227-2629.
Singapore	$1,280-$4,424	$70-$112	**1)** Tour the spiritual monuments of this religiously diversified city, **2)** hold a cocktail reception at the National Museum, or **3)** view the traditional "Lion Dance" and martial arts display. For further information, contact the Singapore Convention Bureau: 212-687-0385.
Sydney **Australia**	$1,700-$3,690	$82-$106	**1)** Tour the Royal Botanic Gardens and the Taronga Park Zoo, **2)** visit the historic town of Old Sydney, or **3)** arrange a tour of Hunter Valley, a major wine producing area. For further information, contact the Australian Tourist Commission: 213-552-1988 or 212-687-6300.

INCENTIVES

Selected Incentive Travel Destinations

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Tokyo Japan	$1,086-$5,178	$93-$168	**1**) Visit one of Japan's national monuments, including the National Diet Building or Budokan Hall, **2**) witness a tea ceremony, or **3**) view the city and Mount Fuji from Tokyo Tower. For further information, contact the Japan National Tourist Organization: 212-757-5640.
Vail Colorado	$321-$739	$130-$274	**1**) Plan a sleigh ride into the mountains with dinner in a log cabin afterward, **2**) a white-water rafting excursion, or **3**) a tour through Leadville, Colorado's historic mining town. For further information, contact the Vail Resort Association: 303-476-1000.

Notes: *Airfares show the average range of round-trip coach fares per person, departing from Chicago. The lowest rate indicates restricted fares that involve such things as advance purchase, weekday departures, and a Saturday night stay-over. The highest rate is for a nonrestricted purchase made with no advance reservations. Note that airfares to the Orient, South America, and Europe generally call for a minimum stay of seven days.

****Lodging** costs are per person, per night, with the lowest rate shown averaged from the lowest single-occupancy rates at a cross-section of hotels for each destination. The highest rate is an average of the highest double-occupancy rates at the same hotels. Figures for European and Pacific/Asian destinations are based on data from the *Hotel and Travel Index*, published by the Business Publications Div. of Murdoch Magazines. Keep in mind that rates are subject to change due to currency fluctuations. All other rates are based on data from the *Official Airlines Guide Travel Planner: North American Edition.*

*****Group Activities** are based on listings from the *1988 Successful Meetings Sourcebook.*

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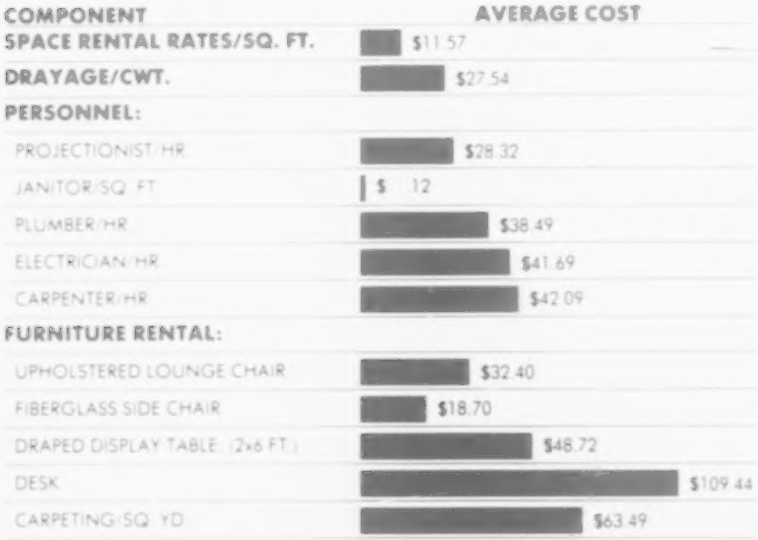
SALES SUPPORT

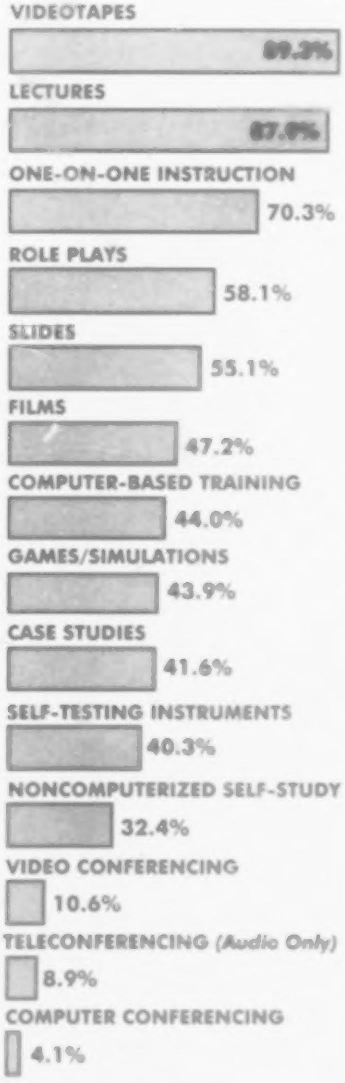
Trade Show Exhibit Costs—1989



SOURCE: © 1989 by Tradeshow Week, Inc., Los Angeles, CA (213-826-5696)

TRAINING

Instructional Methods Used in Training



Notes: Responses were gathered from a number of different industries and job types including training, human resources, sales & marketing, and customer service.

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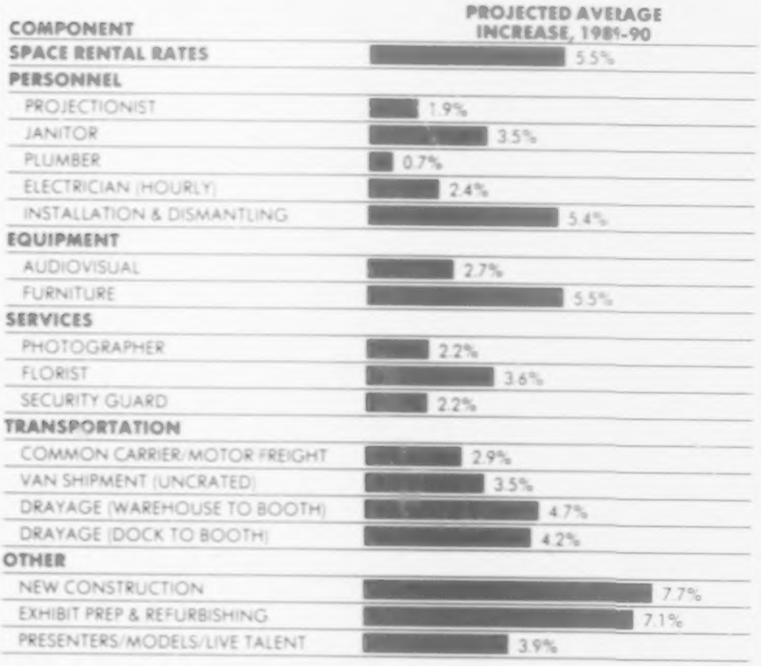
SALES SUPPORT

Expected Increases in Trade Show Exhibition Costs



SOURCE: International Exhibitors Association, *The 1990 Budget Guide*. Complete copies of the guide can be obtained for $25 from the International Exhibitors Association, 5103-B Backlick Rd., Annandale, VA 22003-6085

SALES SUPPORT

Audiovisual Equipment Purchase Costs

EQUIPMENT	1989 PURCHASE PRICE RANGE	MEDIAN
Projectors:		
Super 8mm sound movie	$ 574-1,990	$1,282
16mm sound movie	1,350-3,300	2,325
35mm slide projector	240-4,595	2,418
35mm slide w/synch. tape deck	325-1,090	708
Front/rear-screen 35mm filmstrip w/ self-contained synch. tape	549-674	612
Opaque projector	249-924	587
Overhead transparency	250-949	600
Silent filmstrip	85-247	166
Tape Recorders:		
Cassette	$50-949	$500
Reel-to-reel	1,099-7,999	4,549
Video Equipment:		
½-inch color cassette recorder/player	$695-3,500	$2,098
¾-inch color cassette recorder/player	1,780-8,850	5,315
Portable monitor and recorder/player	575-1,595	1,085
Color camera	1,035-6,700	3,868
Color monitor	339-2,950	1,645
Monitor/receiver	290-995	643

Note: Purchase prices are manufacturers' suggested retail prices without optional extras.

SOURCE: Sales & Marketing Management, 1990 Survey of Selling Costs

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SALES SUPPORT

Advertising and Promotional Expenditures as a Percentage of Net Sales

INDUSTRY	AD/SALES RATIO 1989	ANNUAL GROWTH RATE 1988-89
Food Products		
Food & Kindred Products	7.8%	13.0%
Meat Products	1.2	15.3
Dairy Products	4.7	9.9
Canned Foods	6.9	7.3
Flour & Other Grain Products	9.4	8.8
Bakery Products	1.7	4.8
Malt Beverages	8.4	7.7
Tobacco Products		
Cigarettes	5.7	9.1
Textile Mill Products		
Textile Products	2.0	–4.5
Floor-covering Mills	0.7	13.0
Apparel		
Apparel & Other Finished Products	2.9	7.2
Furniture & Fixtures		
Household Furniture	4.8	12.1
Office Furniture	1.2	9.9
Printing & Publishing		
Newspapers	3.6	12.9
Periodicals	3.7	5.4
Books	3.3	10.8
Chemicals & Allied Products		
Chemicals & Allied Products	2.7	13.8
Industrial Inorganic Chemicals	16.5	19.8
Plastic Materials & Synthetic Resins	1.2	18.8
Soap & Other Detergents	7.7	8.7
Paints, Varnishes, & Lacquers	3.7	9.5
Petroleum & Coal Products		
Petroleum Refining	2.7	14.3
Paving & Roofing Materials	2.0	6.3
Rubber & Misc. Plastic Products		
Tires & Inner Tubes	2.0	6.7
Misc. Plastics Products	1.9	5.1
Footwear (except Rubber)	3.4	5.9
Stone, Clay, & Glass Products		
Pottery & China	5.7	64.3
Foundries		
Iron & Steel Foundries	1.2	12.0
Fabricated Metals		
Heating Equip. & Plumbing Fixtures	0.7	5.9
Machinery & Equipment		
Farm & Garden Machinery & Equip.	1.4	–4.5
Metalworking Equip.	5.5	1.9

INDUSTRY	AD/SALES RATIO 1989	ANNUAL GROWTH RATE 1988-89
Computing & Office Equip.	1.2%	9.7%
Refrigeration Equip.	2.3	7.8
Electric & Electronic Equipment		
Household Appp liances	4.2	77.8
Household Audio & Video Equip.	2.8	10.6
Transportation Equipment		
Motor Vehicles & Car Bodies	1.7	12.6
Motor Homes	1.7	10.6
Instruments & Related Products		
Optical Instruments & Lenses	0.6	8.7
Photographic Equip.	3.6	14.0
Watches, Clocks, & Parts	3.0	8.6
Misc. Manufacturing Industries		
Jewelry & Precious Metals	1.8	12.0
Musical Instruments	3.4	11.7
Toys & Games	14.2	8.1
Sporting & Athletic Goods	5.5	13.9
Pens & Other Writing Instruments	5.4	9.2
Communications		
Radio Broadcasting	8.6	21.2
Television Broadcasting	2.5	1.8
Cable & Pay TV	2.2	20.3
Wholesaling		
Autos & Other Vehicles	2.8	23.6
Computers & Software	0.2	22.6
Drugs	0.1	6.7
Food	1.5	10.6
Retailing		
Lumber & Other Building Materials	1.8	6.8
Department Stores	2.9	5.5
Variety Stores	1.9	8.6
Grocery Stores	1.3	5.6
Automotive Dealers & Gas Suppliers	0.7	8.8
Apparel & Accessories	2.4	11.5
Women's Ready-to-Wear	2.7	8.6
Furniture & Home Furnishings	5.0	10.5
Eating & Drinking Places	9.3	–16.9
Eating Places	3.3	7.6
Mail-order Houses	5.7	11.0
Misc. Service Industries		
Hotels & Motels	3.4	5.0
Personal Services	5.7	3.4
Motion Picture Production	9.8	13.2
Educational Services	5.0	17.6

Notes: The **Ad/Sales Ratio** shows the Advertising & Promotional budget for each selected industry as a percentage of Net Sales. The **Annual Growth Rate** shows the average annual compound growth rate in the advertising & promotional budgets of selected industries between 1988 and 1989.

This table is based on *Advertising Ratios & Budgets*, an annual study of advertising and promotional expenditures of major U.S. corporations published by Schonfeld & Associates, Inc. The study contains 1988 historical and current-year forecasts of advertising budgets for more than 5,700 publicly owned companies in over 390 different industries. Figures are compiled from 10-K reports filed with the Securities and Exchange Commission. Cautious interpretation is advised, however, since companies may vary on their interpretation of what constitutes advertising and/or promotional expenditures. Also, large companies operating in several different fields may be listed only in their primary industry sector, and figures for privately owned companies do not appear. Copies of *Advertising Ratios & Budgets* are available at a cost of $295 from Schonfeld & Associates, Inc., 1 Sherwood Drive, Lincolnshire, IL 60069.

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SALES SUPPORT

Selected Fax Machine Profiles

COMPANY	MODEL*	SELECTED FEATURES	PRICE**
CANON	FAX-222	12-second transmission speed, 30-number speed dial, automatic redial, 16-shade halftone mode, auto/voice data switch, 15-page automatic document feeder, and automatic paper cutter.	$1,795
	FAX-245	Same as the FAX-222 plus 64-shade halftone mode.	$2,195
	FAX-350	Plain paper fax with super fine mode, 15-second transmission speed, 32-number speed dial, automatic redial, 16-shade halftone mode, auto/voice data switch, 30-page automatic document feeder and automatic paper cutter.	$2,495
	FAX-750	Same as the FAX-245 plus 9-second transmission speed, 72-number speed dial, and super fine mode.	$3,495
	FAX-850	Same as the FAX-350 plus 6-second transmission speed.	$4,995
MURATA	F-25	15-second transmission speed, 15-number speed dial, automatic redial, 16-shade halftone mode, auto/voice data switch, 5-page automatic document feeder, automatic paper cutter, and super fine mode.	$1,395
	F-40	Same as the F-25 but with 18-second transmission speed, 30-number speed dial, and 30-page automatic document feeder.	$1,895
	F-45	Same as the F-40 plus 15-second transmission speed.	$2,295
	F-50	Same as the F-45 but with 24-number speed dial and 50-page automatic document feeder.	$2,995
RICOH	FAX15	15-second transmission speed, 64-shade halftone mode, auto/voice data switch, 10-page document feeder, and automatic paper cutter.	$1,995
	FAX25	Same as the FAX15 plus 24-number speed dial and automatic redial.	$2,395
	FAX65	Same as FAX25 plus 28-number speed dial and 30-page automatic document feeder.	$2,995
	FAX105	Same as FAX65 plus 9-second transmission speed and dual paper rolls.	$3,695
	FAX1000L	Same as the FAX25 plus plain paper.	$5,995
SHARP	FO-230	13-second transmission speed, 16-shade halftone mode, auto/voice data switch, and 10-page automatic document feeder.	$1,295
	FO-330	Same as the FO-230 but with 18-second transmission speed, 24-number speed dial, automatic redial, and automatic paper cutter.	$1,795
	FO-550	Same as the FO-330 plus 40-number speed dial and 15-page automatic document feeder.	$2,195
	FO-750	Same as the FO-550 plus 9-second transmission speed, 64-shade halftone mode, 30-page automatic document feeder, and super fine mode.	$2,595
	FO-800	Same as the FO-750 but with 11-second transmission speed and 64-number speed dial.	$3,595
TOSHIBA	3200	15-second transmission speed, 16-shade halftone mode, auto/voice data switch, and 7-page automatic document feeder.	$995
	3400	Same as the 3200 plus 24-number speed dial and automatic redial.	$1,295
	3600	Same as the 3400 plus 10-page automatic document feeder.	$1,495
	3750	Same as the 3600 plus 15-page automatic document feeder and automatic paper cutter.	$1,795

*All machines are Group 3 compatible.
**Manufacturers' suggested retail price.

SOURCE: Companies were selected based on 1988 market share data supplied by International Data Corporation, Framingham, MA. Information gathered by Sales & Marketing Management, 1990 Survey of Selling Costs.

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SALES SUPPORT

Selected Cellular Phone Profiles

COMPANY	MODEL**/CODE (P) = Portable (F) = Fixed (car only) (T) = Transportable (both)	SELECTED FEATURES	PRICE†
AUDIOVOX (TOSHIBA)	CMT 410 (F*)	Hands-free usage, 50-number speed dial, automatic redial and tone overdialing, lighted keypad, electronic lock (optional auto lock).	$795
*Audiovox offers an optional transportable conversion kit to the CMT 410 model.			
	CTX-5000 (T)	Hands-free usage, 1 hr. talk time, 99-number speed dial, automatic redial and tone overdialing, lighted keypad, electronic lock (optional auto lock).	$1,995
MITSUBISHI	800 MOB (F*)	Hands-free usage, 100-number speed dial, automatic redial and tone overdialing, electronic lock.	$999
*Mitsubishi offers an optional extra mounting or transportable converstion kit to the 800 MOB model.			
	800 (T)	130 min. talk time, 100-number speed dial, automatic redial and tone overdialing, electronic lock.	$1,149
	900 (P)	1.5 hr. talk time, 100-number speed dial, automatic redial. (18 oz.)	$1,299
MOTOROLA	9800XL (P)	Up to 4.4 hr. talk time, 120-number speed dial, call screening, automatic lock, lighted keypad. (12.5-26 oz.)	$2,695
	9800XL (T)	Same as the 9800XL (P) plus hands-free usage and transportable kit.	$4,995
	MICRO TAC 950 (P)	75-min. talk time, 120-number speed dial, call screening, lighted keypad. (12.3 oz.)	$3,495
	MICRO TAC 950PT (F)	Hands-free usage, 99-number speed dial, speed charger.	$5,795
NEC	M4700 (F)	Hands-free usage, 40-number speed dial, automatic redial and tone overdialing, automatic lock, lighted keypad.	$799
	P300 (P*)	80 min. talk time, 99-number speed dial, automatic tone overdialing, automatic lock. (14 oz.)	$1,799
*NEC offers optional car mounting kits with hands-free usage to the P300.			
NOVATEL	419BR (F*)	Optional hands-free usage, 75-number speed dial, automatic redial, electronic lock, lighted keypad.	N.A.
*NOVATEL offers optional transportable conversion kits to the 419BR model.			
	PTR 800A (P)	80 min. talk time, 99-number speed dial, electronic lock, lighted keypad. (1.4 lbs.)	N.A.
PANASONIC	CM500 (F)	Hands-free usage, 40-number speed dial, automatic tone overdialing, automatic lock, lighted keypad.	under $900
	TP500 (T)	Same as the CM500 plus 75 min. talk time and transportable kit.	under $1,000
	EB-KJ3500 (P)	70 min. talk time, 40-number speed dial, automatic tone overdialing and lock. (19 oz.)	$1,300
UNIDEN	CP1200 (F*)	Hands-free usage, 30-number speed dial, automatic redial and tone overdialing, electronic lock, lighted keypad.	$500-$600
*UNIDEN offers optional transportable conversion kits to the CP1200 model.			
	CP2000 (T)	Hands-free usage, 7 hr. talk time, 30-number speed dial, automatic redial and tone overdialing, electronic lock, lighted keypad. (19 oz.)	$700-800
	CP500 (P)	1.4 hr. talk time, 30-number speed dial, automatic redial and tone overdialing, electronic lock, lighted keypad (19.6 oz.)	$800-$950

**Cellular phones cannot function without the use of an RCC, or Radio Common Carrier, a service offered by a number of communication companies throughout the U.S. A carrier literally "carries" a message over the airwaves to the number being called. Most of these companies charge by the month for this service, and some limit the volume of calls allowed by the user. Be sure to inquire about this service in your area before making a final decision on purchasing any equipment.

†Manufacturers' suggested retail price

SOURCE: Companies were selected based on 1989 manufacturer market share. Data supplied by Herschel Schosteck & Associates, Silver Springs, MD. Information gathered by Sales & Marketing Management, 1990 Survey of Selling Costs.

SALES SUPPORT

Selected Laptop PC Profiles

COMPANY	MODEL*	SELECTED FEATURES	PRICE**
DATAVUE	SPK3841	9.54/4.77 Megahertz (MHz) speed, 384K memory, 720K floppy disk drive and optional external 360K floppy disk drive. (9.0 lbs.)	$995 $495 (360 floppy drive)
	SPK6402	Same as the SPK3841 but with 640K memory and 2 720K floppy disk drives.	$1,325
	SPK3841/SPK3842EL	Same as the SPK3841 plus backlit screen and 1 or 2 floppy disk drives.	$1,125 (1 drive) $1,320 (2 drives)
	SPK6401EL/SPK6402EL	Same as the SPK6402 plus backlit screen and 1 or 2 floppy disk drives.	$1,250 (1 drive) $1,450 (2 drives)
	SPK20 MEL	Same as the SPK6401EL plus 20 Megabyte (MB) hard disk drive. (10.2 lbs.)	$2,195
	SNAP01-S/SNAP01EL-S	9.54/477 MHz speed, 640K memory, 2 720K floppy disk drives, with or without backlit screen, and optional external 360K floppy disk drive. (4.2 lbs.)	$2,295 $2,395 (w/backlit screen) $495 (360K floppy drive)
	SNHD01/SNHD01EL	Same as the SNAP01-S models, plus 20MB hard disk drive and without 1 floppy disk drive. (5.4 lbs.)	$3,495 $3,595 (w/backlit screen)
GRiD	GRiDLITE XL	8/4.77 MHz speed, 640K memory, 1.4MB floppy disk drive or optional 20MB hard disk drive. (9.5 lbs.)	$1,950 $1,175 (20MB hard disk)
	GRiD 140 XT	8/4.77 MHz speed, 768K memory, 1 720K floppy disk drive, 1 20MB hard disk drive and optional external 360K floppy disk drive (12.8 lbs.)	$2,795 $299 (360K floppy drive)
	GRiDCASE 1520	10 MHz speed, 1MB memory, 2 1.4MB floppy disk drives, backlit screen, and optional 20MB to 100MB hard disk drive (in place of 1 floppy drive). (12 lbs.)	$3,495 $1,175 (20MB hard disk) $1,675 (40MB hard disk) $2,895 (100MB hard disk)
	GRiDCASE 1530	Same as 1520, with 12.5 MHz speed.	$4,695
NEC	ULTRALITE	9.83 MHz speed, 640K memory, 1MB or 2MB internal hard disk drive, backlit screen, built-in 2400 bps modem and optional external 1.4MB floppy disk drive. (4.4 lbs.)	$2,499 (1MB) $2,999 (2MB) $399 (1.4MB floppy drive)
	MULTISPEED EL2	9.5 MHz speed, 640K memory, 2 720K floppy disk drives, and backlit screen. (11.5 lbs.)	$2,499
	MULTISPEED HD	Same as MULTISPEED EL2, plus 20MB hard disk drive and without 1 floppy disk drive. (14.3 lbs.)	$3,699
	PROSPEED 286	16 MHz speed, 1MB memory, 1.4MB floppy disk drive, 20MB, 40MB or 100MB hard disk drive, and backlit screen. (15 lbs.)	$5,099 (20MB) $5,599 (40MB) $6,999 (100MB)
TANDY	TANDY 102	2.4 MHz speed, 32K memory, built-in 300 bps modem, optional external 360K floppy disk drive. (3 lbs.)	$599 $220 (360K floppy)
	TANDY 1100	8 MHz speed, 640K memory and 720K floppy disk drive (6.4 lbs.)	$999
	TANDY 1400FD	8/4.77 MHz speed, 768K memory, 2 720K floppy disk drives, backlit screen and optional 20MB hard disk drive. (11.5 lbs.)	$1,499 $1,099 (20MB hard disk)
	TANDY 1400HD	Same as the 1400FD, plus 1 20MB hard disk drive and without 1 720K floppy disk drive (11.5 lbs.)	$2,499
TOSHIBA	T1000	4.77 MHz speed, 512K memory, 720K floppy disk drive and optional external 360K floppy disk drive. (6.4 lbs.)	$999 $499 (360K floppy drive)
	T100SE	9.54 MHz speed, 1MB memory, 1.4MB floppy disk drive, backlit screen, and optional floppy. (5.9 lbs.)	$1,699
	T1200 FB	9.54 MHz speed, 1MB memory, 2 720K floppy disk drives, backlit screen, and optional floppy. (9.9 lbs.)	$2,199

SALES SUPPORT

Selected Laptop PC Profiles

COMPANY	MODEL*	SELECTED FEATURES	PRICE**
TOSHIBA	T1200 HB	Same as the T1200 FB plus 20MB hard disk and without 1 floppy disk drive. (11.4 lbs.)	$2,999
	T1600	12/6 MHz speed, 1MB memory, 1.4MB floppy disk drive, 20 MB or 40MB hard disk drive, backlit screen, and optional floppy. (11.9-12.6 lbs.)	$4,999 (20MB) $5,599 (40MB)
ZENITH	MINISPORT	8/4.77 MHz speed, 1MB or 2MB memory, 2 720K floppy disk drives, backlit screen, and optional external 360K or 720K floppy disk drives. (5.9 lbs.)	$1,199 (1MB) $2,199 (2MB) $399 (360K floppy drive) $299 (720K floppy drive)
	SUPERSPORT	12/6 MHz speed, 1MB memory, 1.4MB floppy disk drive, 20MB or 40MB hard disk drive, backlit screen, and optional 360K floppy. (11.6 lbs.)	$5,499 (20MB) $5,999 (40MB) $399 (360K floppy drive)
	SUPERSPORTSX	16 MHz speed, 1MB memory, 1.4MB floppy disk drive, 40MB or 100MB hard disk drive, backlit screen, and optional 360K floppy. (12.1 lbs.)	$6,799 (40MB) $7,399 (100MB) $399 (360K floppy drive)

*All computers listed are IBM compatible.

**Manufacturers' suggested retail price

SOURCE: Companies were selected based on 1988 manufacturer market share data supplied by Dataquest, Inc., San Jose, CA. Information gathered by Sales & Marketing Management, *1990 Survey of Selling Costs*.

SALES SUPPORT

Selected Profiles of Pagers

COMPANY	MODEL* (DESCRIPTION)	SELECTED FEATURES	PRICE**
MOTOROLA	BRAVO (numeric display pager)	12-digit backlit LCD display, 5 message memories, automatic reset, prompting beep, call screening, low battery indicator, and removable belt clip. (2.9 oz.)	$245
	BPR 2000 (numeric display pager)	Same as the BRAVO display pager, but with 4 message memories.	$250
	SENSAR (numeric display pager)	Same as the BRAVO display pager, but in miniature size. (1.8 oz.)	$285
	KEYNOTE (voice and numeric display pager)	Same as the BRAVO display pager plus loud and clear voice, and voice automatic reset. (over 3 oz.)	$315
	WRIST WATCH (numeric display pager and watch	Same as the BRAVO display pager plus message erase, message timestamping, and full-feature digital Timex watch. (under 2 oz.)	$300
NEC	IDP 5000 (numeric display pager)	12-digit backlit LCD display, 12 message memories, and tone only function. (3 oz.)	$240-$255
	IDP 7000 (alphanumeric display pager)	32-digit backlit LCD display, 40 message memories, and tone alert functions. (4.3 oz.)	$315-340
	IDP 9000 (alphanumeric display/scanner pager)	Same as the IDP 7000 plus the capability of scanning through 14 different frequencies. (4.4 oz.)	$435
PANASONIC	VANGUARD 160 (numeric display pager)	12-digit backlit LCD display, 8 message memories, tone alert functions, low battery indicator, and removable belt clip. (3.5 oz.)	N.A.
	VANGUARD 160 SYNTHESIZER (numeric display pager)	Same as the VANGUARD 160 plus prompting beep and timer. (3 oz.)	N.A.
	VANGUARD 160 900MHz (numeric display pager)	Same as the VANGUARD 160 but with higher frequency range for areas where signals are hard to pick up. (4.2 oz.)	N.A.
	PANDATA 4000 (alphanumeric display pager)	Same as the VANGUARD 160 plus 36-digit LCD display, 44 message memories, extra memory features, and prompting beep. (3.9 oz.)	N.A.

*Pagers cannot function without the use of an RCC, or Radio Common Carrier, a service offered by a number of communications companies throughout the U.S. A carrier literally "carries" a message over the airwaves to the number being paged. Most of these companies charge by the month for this service, and some limit the volume of messages allowed by the user. Be sure to inquire about this service in your area before making a final decision on purchasing any equipment.

**Manufacturers' suggested retail price.

SOURCE: Sales & Marketing Management, *1990 Survey of Selling Costs*.

TRANSPORTATION

Fixed and Operating Costs for Selected 1990 Model Autos

MODEL	ANNUAL COSTS (20,000 MILES) OPERATING	FIXED	TOTAL
Mercedes Benz 300SEL (6-cyl.)	$2,280	$12,004	$14,284
Cadillac Deville (8-cyl.)	2,110	7,956	10,066
Lincoln Town Car (8-cyl.)	2,120	7,754	9,874
Buick Le Sabre Ltd. (6-cyl.)	1,930	5,930	7,860
Chevrolet Caprice CLS (8-cyl.)	2,090	4,956	7,046
Oldsmobile Cutlass Ciera (6-cyl.)	1,840	5,159	6,999
Ford Taurus L (6-cyl.)	1,800	5,044	6,844
Chevrolet Lumina (6-cyl.)	1,910	4,664	6,574
Plymouth Acclaim (4-cyl)	1,670	4,551	6,221
Ford Tempo GL (4-cyl.)	1,700	4,405	6,105
Toyota Camry DLX (4-cyl.)	1,550	4,537	6,087
Dodge Caravan (4-cyl.)	1,760	4,216	5,976
Chevrolet Cavalier (4-cyl.)	1,530	4,084	5,614
Ford Escort LX (4-cyl.)	1,500	4,079	5,579
Honda Accord DX (4-cyl.)	1,680	3,892	5,572

Notes: Operating Costs include fuel, oil, tires, and maintenance. **Fixed Costs** include insurance, depreciation, financing, taxes, and licensing. All costs are based on a 36-month/60,000-mile retention cycle (20,000 mi./yr.). Models listed are 4-door sedans equipped with automatic transmission, power steering, power disc brakes, air conditioning, tinted glass, AM-FM stereo, body sidemolding, cruise control, and left-hand remote control mirror.

SOURCE: Runzheimer International, Rochester, WI

TRANSPORTATION

Fixed and Operating Costs for a 1990 Midsize Car in Selected Cities

LOCATION	FIXED COSTS	OPERATING COSTS	TOTAL ANNUAL COSTS
Los Angeles, CA	$5,321	$1,283	$6,604
Boston, MA	4,083	1,298	5,381
New York, NY	3,887	1,350	5,237
Chicago, IL	3,564	1,470	5,034
Baltimore, MD	3,544	1,350	4,894
Washington, DC	3,225	1,410	4,635
San Antonio, TX	3,263	1,178	4,441
Milwaukee, WI	3,030	1,290	4,320
Orlando, FL	3,038	1,230	4,268
Des Moines, IA	2,995	1,268	4,263
Birmingham, AL	2,991	1,223	4,214

Notes: Operating Costs include fuel, oil, tires, and maintenance. **Fixed Costs** include financing, insurance, depreciation, taxes, and licensing fees. Figures are based on expenses for a 1990 model midsize 4-door sedan equipped with automatic transmission, power steering, power disc brakes, tinted glass, AM-FM stereo, cruise control, and air conditioning, with an assumed retention cycle of 4 years/60,000 miles.

SOURCE: Runzheimer International, Rochester, WI

The Pittsburgh Press
Pittsburgh Post-Gazette

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TRANSPORTATION

Daily Auto-Rental Rates by Region and Metro

THE NORTHEAST

METRO AREA	AVERAGE DAILY RATE
Albany-Schenectady-Troy, NY	$45.75
Allentown-Bethlehem, PA	39.67
Atlantic City, NJ	40.33
Boston-Lawrence-Salem-Lowell-Brockton, MA	57.25
Bridgeport-Stamford-Norwalk-Danbury, CT	42.33
Buffalo, NY	42.75
Burlington, VT	44.50
Hartford-New Britain-Middletown-Bristol, CT	48.25
Manchester-Nashua, NH	45.33
Nassau-Suffolk, NY	52.75
New Haven-Waterbury-Meriden, CT	42.00
New York, NY	52.75
Newark, NJ	47.50
Philadelphia, PA	45.75
Pittsburgh, PA	52.75
Portland, ME	46.50
Providence-Pawtucket-Woonsocket, RI	46.00
Rochester, NY	46.25
Scranton-Wilkes Barre, PA	39.33
Springfield, MA	50.50
Syracuse, NY	47.50
Worcester-Fitchburg-Leominster, MA	44.67
REGIONAL AVERAGE	**$46.38**

THE SOUTH

METRO AREA	AVERAGE DAILY RATE
Atlanta, GA	$52.50
Austin, TX	39.00
Baltimore, MD	45.00
Birmingham, AL	48.33
Charleston, SC	45.33
Charlotte-Gastonia-Rock–Hill, NC-SC	46.50
Columbia, SC	39.67
Dallas, TX	41.75
El Paso, TX	45.25
Fort Lauderdale-Hollywood-Pompano Beach, FL	33.50
Fort Worth-Arlington, TX	40.25
Greensboro-Winston Salem-High Point, NC	37.50
Greenville-Spartanburg, SC	39.33
Houston, TX	43.25
Jacksonville, FL	35.75
Knoxville, TN	43.33
Little Rock-North Little Rock, AR	50.50
Louisville, KY	47.25
Memphis, TN	41.00
Miami-Hialeah, FL	40.00
Nashville, TN	42.50
New Orleans, LA	41.50
Norfolk-Virginia Beach-Newport News, VA	44.33
Oklahoma City, OK	41.00
Orlando, FL	32.75
Raleigh-Durham, NC	50.75
Richmond-Petersburg, VA	38.25
San Antonio, TX	39.25
Tampa-St. Petersburg-Clearwater, FL	33.75
Tulsa, OK	39.75
Washington, DC	47.00
West Palm Beach-Boca Raton-Delray Beach, FL	28.50
Wilmington, DE	39.75
REGIONAL AVERAGE	**$41.67**

THE MIDWEST

METRO AREA	AVERAGE DAILY RATE
Akron, OH	$47.33
Chicago, IL	53.75
Cincinnati, OH	44.00
Cleveland, OH	47.75
Columbus, OH	43.00
Dayton-Springfield, OH	45.50
Des Moines, IA	40.50
Detroit, MI	58.00
Grand Rapids, MI	44.67
Indianapolis, IN	40.25
Kansas City, MO-KS	39.00
Milwaukee, WI	39.25
Minneapolis-St. Paul, MN	41.75
Omaha, NE	40.75
St. Louis, MO	45.00
Springfield, IL	48.33
Toledo, OH	49.00
Wichita, KS	37.50
REGIONAL AVERAGE	**$44.74**

THE WEST

METRO AREA	AVERAGE DAILY RATE
Albuquerque, NM	$39.50
Anaheim-Santa Ana, CA	42.25
Boise, ID	40.25
Colorado Springs, CO	34.25
Denver, CO	43.25
Fresno, CA	40.50
Las Vegas, NV	38.25
Los Angeles-Long Beach, CA	46.75
Oakland, CA	43.25
Oxnard-Ventura, CA	44.67
Phoenix, AZ	40.00
Portland, OR	42.25
Riverside-San Bernardino, CA	43.33
Sacramento, CA	41.75
Salt Lake City-Ogden, UT	44.50
San Diego, CA	39.00
San Francisco, CA	46.25
San Jose, CA	45.00
Seattle, WA	46.50
Tacoma, WA	43.00
Tucson, AZ	39.75
REGIONAL AVERAGE	**$40.19**
U.S. AVERAGE	**$43.25**

CANADA*

METRO AREA	AVERAGE DAILY RATE
Calgary, Alberta	$50.50
Montreal, Quebec	51.50
Ottawa, Ontario	52.00
Toronto, Ontario	56.50
Vancouver, British Columbia	52.50
Winnipeg, Manitoba	48.00
CANADIAN AVERAGE	**$51.83**

*Costs are expressed in Canadian dollars.

Notes: Average daily rates reflect the local non-discounted cost of renting a compact car (excluding insurance, tax, and mileage restrictions, where applicable). Due to the frequent changes in such rates and the possibility of local promotions and discounts, however, these rates should only be used as a basic guideline when allocating auto-rental expenses.

SOURCES: Sales & Marketing Management, 1990 Survey of Selling Costs